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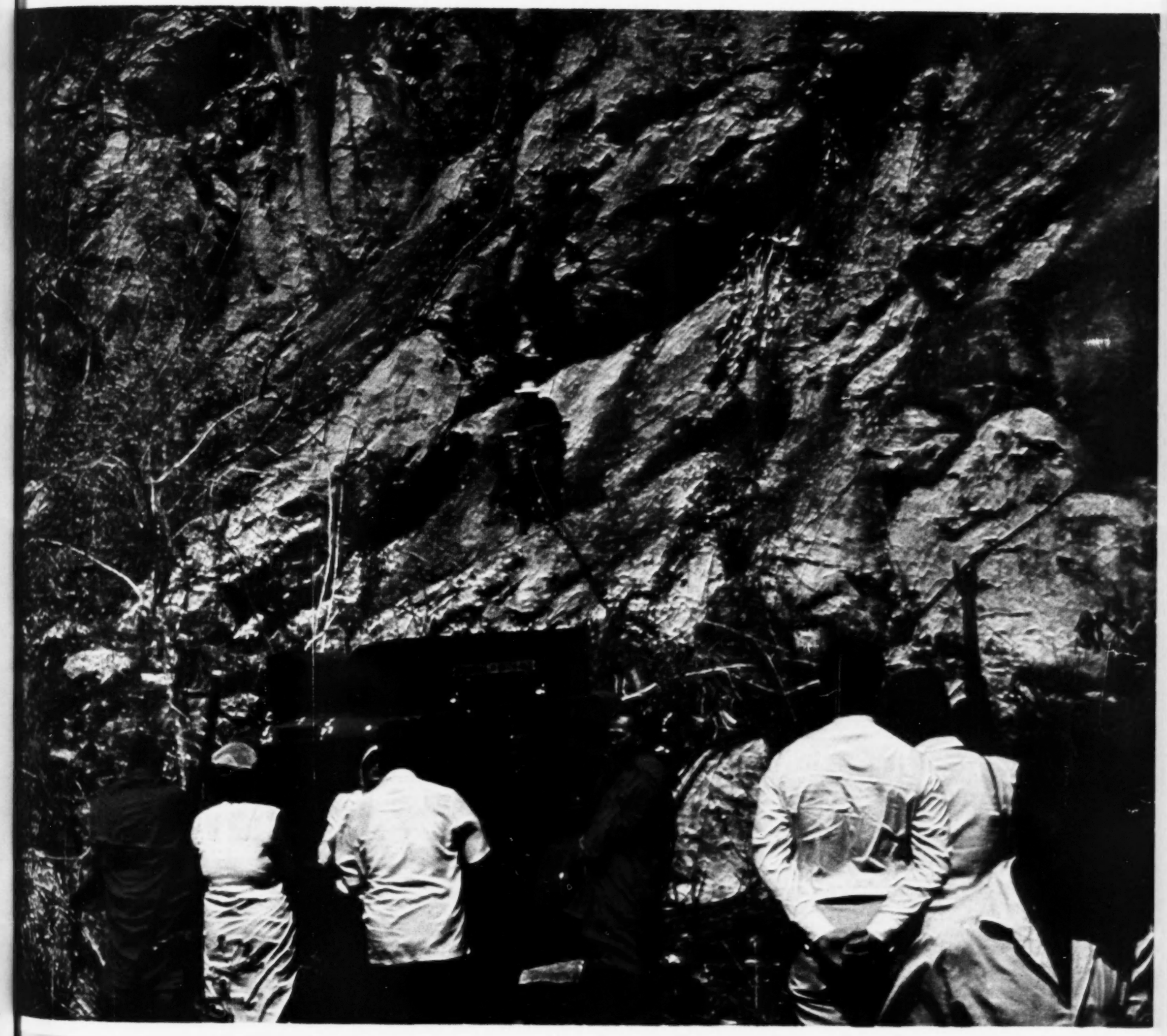

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GET IN ON THE KLM WORLD NETWORK

Bright trade prospects in Thailand

By T. J. EVERARD, First Secretary (Commercial), British Embassy, Bangkok

'THAI' MEANS 'FREE'. The Thais have not only a long history of political independence but their markets are also traditionally free and open to competitive trade without discrimination, except in more recent years against The People's Republic of China. There have been British trading interests here for over 100 years, the trade has thrived and has led to substantial British investment in the country. Now we have a dozen or more British importing houses here with widespread interests, three banks, shipping and insurance interests, vehicle and tractor assembly plants. The value of British exports to Thailand in 1964 f.o.b. was over £18 million.

There are no difficulties in obtaining import licences into Thailand for all but a very narrow range of exports. Foreign exchange reserves stand high, around $600 million, and there is no fear of exchange blockage. There is indeed a trade gap amounting to over $150 million in 1963 but reduced to $90 million in 1964. This deficit, largely due to capital equipment imported, is more than covered by invisibles and by capital inflow, both private and through international institutions. The Thai Government has hitherto resisted import restriction, even on luxuries, except in isolated cases (e.g. tyres) where they have resorted to restriction as a temporary substitute for increased tariffs. Tariffs in Thailand are rather high, for example 60 per cent on cars, and form a principal item of government revenue; raw materials pay between 1 per cent and 5 per cent in most cases. In addition to import duties a sales tax is levied assessed on estimated profit margins. The result is that imported goods here are relatively expensive, but the market is used to these conditions and turnover in most lines goes up in proportion to increased prosperity. It is estimated that the Gross National Product in Thailand augments annually by 6 per cent, leaving net 3 per cent per annum after birth rate increase. Imports into Thailand last year rose by about 7 per cent in value over the previous year, while exports increased by 22 per cent.

Imports into Thailand by commodity groups for the years 1961, 1962, 1963 and January-March 1964 inclusive. Port of Bangkok only.
(c.i.f. value in millions of baht – £1 = 58 baht)

	1961	1962	1963	1964 (Jan.-Mar.)
Food	765	666	730	196
Beverages & tobacco	197	146	144	59
Crude materials	207	199	217	64
Minerals, fuels & lubricants	1,011	1,136	1,124	352
Animal & vegetable oils & fats	14	17	17	6
Chemicals	1,045	1,180	1,233	348
Manufactured goods	4,257	3,822	4,140	1,057
Machinery	2,455	3,076	3,714	1,136
Misc. transactions & commodities	336	346	337	77
Total inc. others	10,287	11,115	12,337	3,428

Marketing in Thailand

The market is highly competitive and both price and quality conscious. On the whole the Thais are loyal to well-proven brand names. Good agents are usually to be found for competitive products. Most exporters to Thailand find that they need to give fairly generous credit terms as money is tight and expensive. Advertising campaigns can be launched and there are now several agencies. Advertising, including television advertising, is not expensive. There are also several newly-established market research and market servicing organizations.

The first of four Avro 748 airliners ordered by the Thai Airways Corporation being handed over to the managing director of the airline, Air Vice-Marshal Perm Limpisvasti at the Woodford, Manchester, England, airfield of Hawker-Siddeley. Already thirty-five 748's have been ordered by various countries throughout the world. Here Air Vice-Marshal Perm Limpisvasti receives the flight record book from Mr. C. Bayly, General Manager of the manufacturers' Avro Whitworth Division.

Foreign aid to Thailand

Foreign aid to Thailand is concentrated in the government-to-government sphere with the result that the whole private market for consumer and capital goods is open to the foreign supplier. Foreign loans have been given mainly by the World Bank, United States AID and West Germany (outstanding figures: $95 million, $44 million, $7 million respectively). Several more recent loan agreements have been concluded with the Germans and Japanese, for which no drawings are yet made, for supply of hydro-electric equipment, transmission lines, microwave equipment and a textile mill among other things. All these were tied aid projects. While there are certain items of capital equipment for Thai government or quasi-government official concerns which will thus be closed to

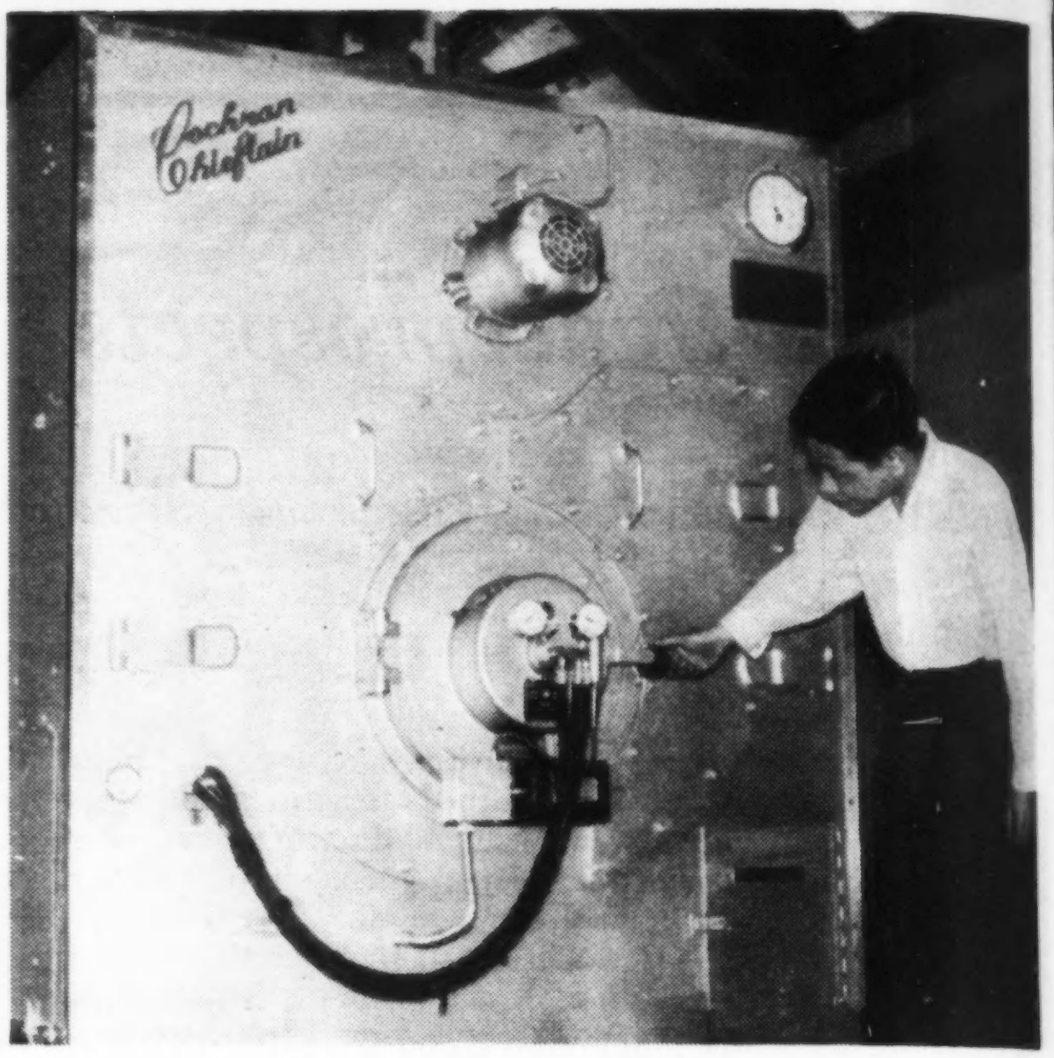
British suppliers, the majority remain available for international bidding. Here it should be mentioned that tender time is generally short and thus a wide-awake agent is essential.

Development in Thailand

The following amounts were allocated for public development spending in the three years of the Second Phase of the National Economic Development Plan 1964-1966, £ equivalent:

Sector	F.Y. 1964-1966 Projected £ ',000	per cent
Agriculture & co-operatives	49,600	14·7
Industry and mining (including commerce and services)	19,900	5·9
Power	29,990	8·8
Transportation and communications	116,700	34·5
Education	30,000	8·9
Health	16,250	4·8
Community facilities and social welfare (including Bangkok Water Supply)	62,410	18·4
Unallocated	13,300	3·9
Total (numbers rounded)	£338,150	100·0

It is estimated that private investment spending will reach approximately the same total in the coming period. Although some of the spending admittedly covers 'development' in a wider sense of the word, the above figures give an idea of the current scale of investment in Thailand. Many of the larger contracts can only be done by foreign contractors with substantial resources, but generally it is essential to be on the spot and to have one's name locally known. Thais, like everybody else and perhaps more so, like faces that they know.



The latest model of the Chieftain boiler made by Cochran & Co., Annan Ltd., Scotland, whose agents in Thailand are Louis T. Leonowens Ltd., is shown at work shortly after its installation in the Oriental Hotel, Bangkok. The Chieftain, recently released for export, is a fully automatic, oil fired, three pass package boiler suitable for steam or high pressure hot water. With an efficiency of 85 per cent Gross C.V., this boiler is exceptionally silent when running and also has the advantage of good internal accessibility.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Recent export successes in Thailand

Air-compressors

The agents for Broome & Wade Ltd., in Thailand, Louis T.

(*Continued on page* 931)

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

As announced in the *Board of Trade Journal* of April 2, a major advertising campaign to publicize Government services for exporters began in the national and local Press on April 5 and will later appear in the trade and technical Press.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
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PAKISTAN	Karachi		Chittagong

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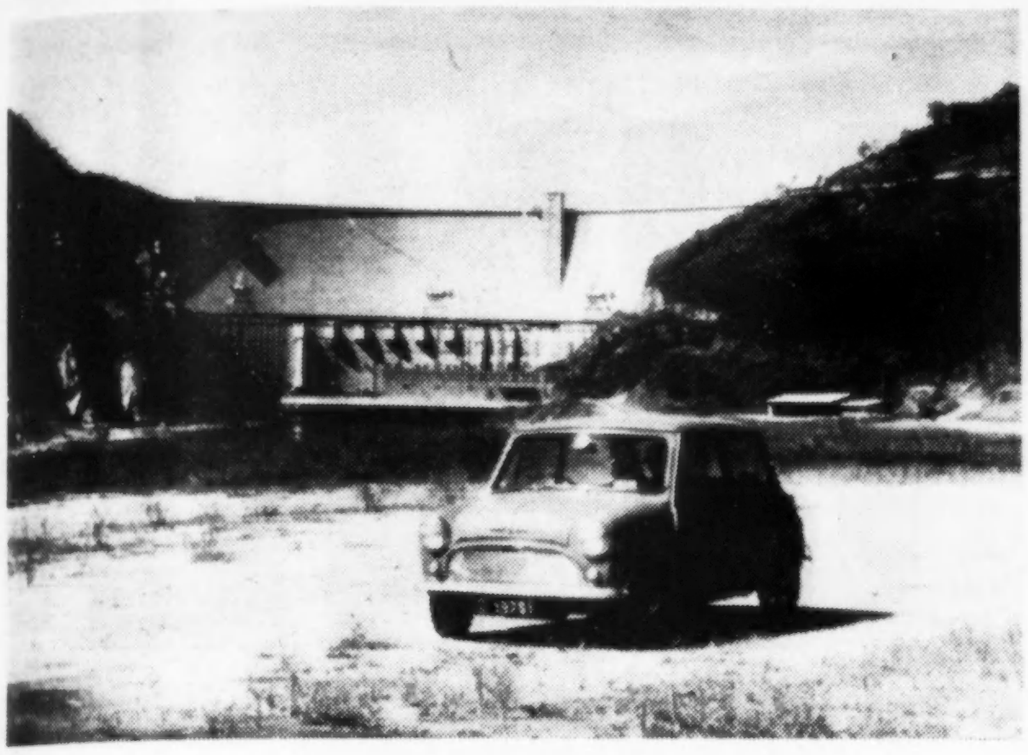

A BMC Mini Minor saloon car is seen against the background of the Yanhee dam, the first major hydro electric dam in Thailand, opened last year. Two 70 kW generators are now installed and a World Bank loan is expected to finance another two.

BRIGHT TRADE PROSPECTS IN THAILAND, *continued*

Leonowens Ltd., have increased their sales of Broome & Wade compressors ten times over in the last two years, and foresee excellent prospects for the coming period. Starting from a basis of supply to industry in Bangkok, notably the glass factory and the cement factory, they have now moved Broome & Wade successfully into the quarrying and contracting fields. Apart from a vigorous advertising campaign, success is contributed largely to holding sufficient stock.

In a rapidly developing country like Thailand, buyers cannot wait, even if factories in the United Kingdom were delivering without delay. The answer was, once being assured of the competitiveness and quality of the product, to keep enough in stock for immediate supplies to any inquirers. There is, of course, the additional advantage of demonstrating from stock. In government tenders, where Broome & Wade have been very successful recently, they usually find themselves able to beat competition on prices.

Railway saloons

Cravens Ltd., of Sheffield, part of the John Brown Group, are supplying, through their agents Anglo-Thai Corporation Ltd., three saloon cars, value £248,000. Cravens supplied a saloon to His late Majesty King Prajadipok in 1927 and this is still used and in excellent condition. The Craven bid beat Swiss, Japanese, German and Swedish competition.

No trouble was spared on the tender. Suppliers had to give full details including furnishings down to the crested table-napkins and salt-cellars. Farmer & Dark were responsible for the comprehensive interior design, fitments and utensils.

Although negotiations took three years to complete, Cravens were able to hold their prices steady.

Aircraft

Three Avro 748s were delivered to Thai Airways Corporation in September, October and November 1964. A further military version 748 was delivered in January for use by RTAF as personal transport for HM The King of Thailand. The sale was arranged by Loxley (Bangkok) Ltd., Avro's agents, against strong competition from Fokker. Training for pilots and maintenance men has taken place in the United Kingdom and Thailand. The aircraft are giving satisfaction to operators and passengers and there has been a considerable overall increase of passenger traffic on the services now covered by the 748s.

Traffic signals

SGE Signals of Wembley completed about one year ago a contract for the supply and installation of traffic signals at 43 intersections in Bangkok. The contract was worth some £170,000. SGE's agents, the Anglo-Thai Corporation Ltd., have recently signed a contract for the supply of 33 further sets of signals plus 10 for pedestrian crossings which are to be used in Bangkok for the first time.

The second order, obtained against United States competition, is worth approximately £140,000 and includes complete plans for three years maintenance by SGE as well as training in maintenance for Thai engineers. This contract required considerable initial investment in drawings, traffic study and, of course, survey of numerous junctions for which there is no immediate prospect of traffic signals.

Louis T. Leonowens, Ltd.

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Stream-Line Filters Ltd.
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LOUIS T. LEONOWENS LTD.

P.O. Box 791, 723 Hongkong Bank Lane, Bangkok, Thailand
Tel.: 32917-8-9

(Parent Company: Messrs. Denny, Mott & Dickson Ltd., London)

British businessmen visit Thailand

A TEN-MAN Businessmen's Group from the London and Birmingham Chambers of Commerce visited Thailand from March 25 to April 4. It was led by Mr. John Shewan, general manager of The Chartered Bank in London.

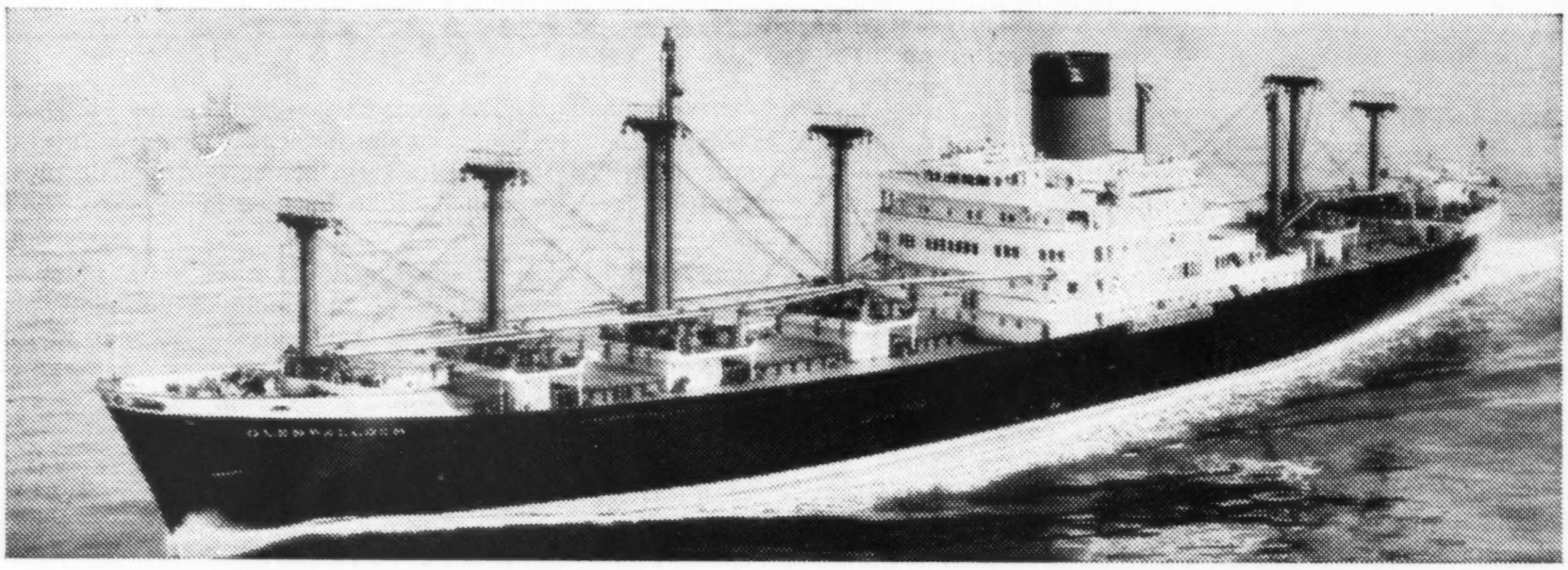
According to a statement made by a spokesman for the London Chamber of Commerce, the Group represented a wide section of British commerce and industry including banking, merchanting, general engineering, laboratory and scholastic equipment, food, office systems, electrical equipment, weighing equipment, foundry plant and construction goods.

The object of the Group was to establish contacts in the market and to seek two-way trade. Continuing, the spokesman said that the Group was able to investigate Thailand's import needs and made very valuable contacts from which substantial business is expected to materialise, provided the necessary follow-up is made. The Group was able to project Britain as a leading manufacturing nation and to clarify many aspects of business, including the ability to match credit facilities offered by other countries.

GLEN LINE

REGULAR SAILINGS TO AND FROM

FAR EAST



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US purchases from the UK

MR. HAROLD WILSON, Prime Minister, on arrival in London on April 16, following his visit to the United States, referred to 'very clear assurances' from the United States Government on the question of their purchases from the United Kingdom. This followed an exchange of messages between Mr. Douglas Jay, President of the Board of Trade, and Mr. John T. Connor, United States Secretary of Commerce. The following are the texts of the messages:

From Mr. Douglas Jay, President of the Board of Trade:

'HM Government are deeply concerned at the possibility that American banking and business interests may believe that the action being taken by the United States Administration to redress their balance of payments, requires the reduction of imports from the United Kingdom into the United States of America. There have been indications in particular that the United States airlines have been strongly influenced by this reason in deciding to purchase DC-9s or other aircraft rather than BAC one-elevens.

'Any such reduction of imports from the United Kingdom would, of course, have a very serious effect on the United Kingdom's position at a time when we are considering large purchases of American aircraft for defence purposes, and it is thus more than ever vital to maximize our dollar earnings.

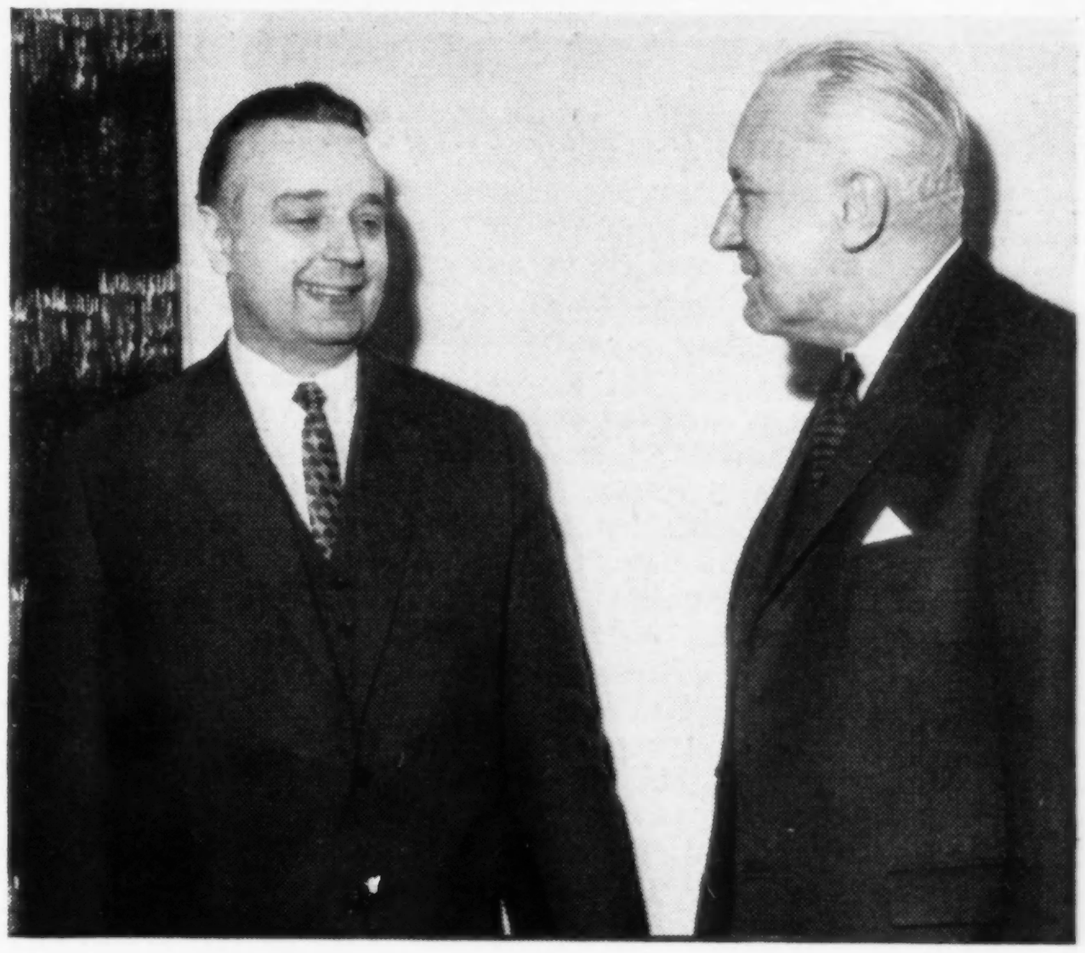
'HM Government therefore hope that it will be possible for the United States Administration to take an early opportunity of making it clear that the United States voluntary co-operation programme does not involve any expectation that United States overseas purchases of aircraft or of other goods should be influenced by any consideration other than normal commercial ones.'

From Mr. John T. Connor, United States Secretary of Commerce:

'In responding to your message of March 30, 1965, we wish to assure HM Government that limitations on imports have no place in the United States programme for improvement in the balance of payments. Our policy remains one of expanding world trade. Import restrictions would be inconsistent with our current endeavours to get an expansionary policy adopted by all the major trading nations.

'Specifically in regard to aircraft purchases, we expect American firms to contract for deliveries strictly on the basis of normal commercial considerations. We are not aware of any attempts by American aircraft firms or American companies to apply balance of payments considerations in sales or purchases of aircraft. In any case, the United States Government would regard such attempts as inconsistent with the programme.

A delegation of engineers and scientists from the People's Republic of China inspecting transmission equipment during a visit to GEC (Telecommunications) Ltd. at Coventry on April 14. Foreground, left to right, Mr. G. W. S. Griffiths, manager of Transmission Division, GEC, Mr. Li Yin-tsang, Mr. Ni Chaoching and Mr. E. W. Collett, technical manager of Transmission Division.

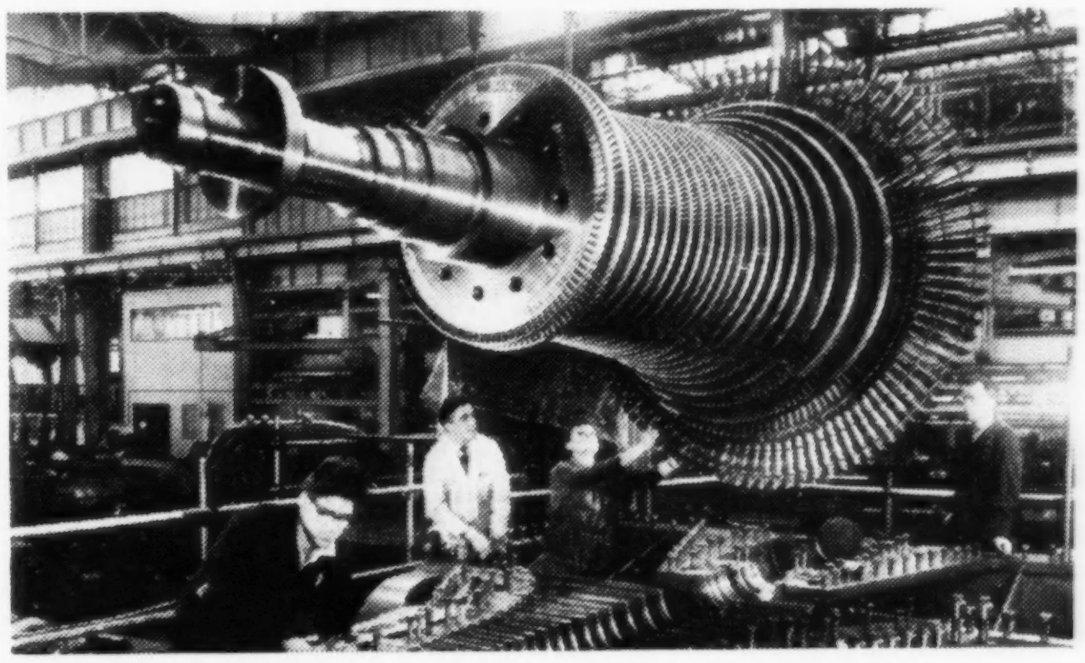


Mr. Edward Redhead (right), Minister of State, Board of Trade, greets His Excellency Mr. Janusz Hrynkiewicz, Vice-Minister of heavy industry of the People's Republic of Poland. Mr. Hrynkiewicz was on a two-week visit to Britain as the guest of the British Government. After a visit to the International Engineering Exhibition at Olympia, London, the Minister visited several British engineering firms.

'We wish to confirm that our position on aircraft purchases will continue to be guided by our general policy opposing trade restrictions. We can assure you that we will make this view abundantly clear in our consultations with companies participating in our voluntary programme to improve the United States balance of payments.'

Devon lifeboat crew win BOT Shield

MR. DOUGLAS JAY, President of the Board of Trade, has awarded the shield for the Best Wreck Service of the Year to the Paignton (Devon) LSA Company for their part in the rescue of six members of the crew of the Danish vessel 'Northwind' after she had gone ashore in Torbay on the night of December 21, 1964.



One of three 33 MW steam turbines for Ciudad Delicias, Mexico, being supplied by Associated Electrical Industries Limited, during assembly at the Manchester works of AEI. AEI is supplying a complete power station for Cuidad Delicias which is being built as part of a five year plan of the Commission Federal de Electricidad. It will cost about £3¾ million and AEI will supply the generating plant, transformers, switchgear, main and multi-core cables etc. This turbine has been now installed in Mexico.

Reasons for Japanese shipbuilding success

—Mr Roy Mason

'I HAVE covered nearly 30,000 miles around the world visiting shipyards and understanding many of the problems confronting the shipbuilders of the world,' Mr. Roy Mason, Minister of State (Shipping) Board of Trade, told the Work Study Conference of the North East Coast Institution of Engineers and Shipbuilders at Newcastle-on-Tyne on April 26. 'I cannot myself contribute a case study, but I can in the light of personal observation during my visit earlier this year, tell you something of the attention paid in Japan to the application of new management techniques in the planning and control of shipbuilding processes.

'Let there be no misunderstanding about the measure of the success of the Japanese shipbuilding industry in increasing productivity and lowering costs, or that commercial factors and not Government subsidies are to a large extent responsible for the competitive position of Japanese shipyards at the present time. There are in fact remarkable differences in age, size, layout, equipment and building techniques between the eight Japanese shipyards which I and my advisers visited. Nonetheless, in each case, their achievements are startling.

'In five typical yards – Aioi, Sasebo, Nagasaki, Tsurumi and Kobe – which together in 1964 launched 63 ships, mainly tanker and bulk carriers totalling 2.56 million tons deadweight, the average man hours per deadweight tons was fifteen while the average direct labour cost per deadweight tons was £4 13s. 0d. These calculations include staff engaged in production and control but not other office workers. Typical building time for tankers of around 70,000 tons deadweight from the start of shop work were 24 weeks at Aioi, 20 weeks at Sasebo and 22 weeks at Nagasaki. Steel throughput at Aioi was 14,000 tons per month, at Sasebo 5,000 tons and at Nagasaki the staggering total of 16,000 tons per month. In 1964, the Aioi and Nagasaki yards each launched 770,000 tons deadweight and Sasebo 291,000 tons.'

The Minister said that these few statistics showed clearly that the Japanese shipyards concerned had reached a formidable degree of efficiency and productivity. There was no simple – or incidentally unmatchable – secret to this success. The yards visited did however have a number of factors in common which, it seemed reasonable to conclude, taken together must largely account for their remarkable productivity.

'It is I think worth listing those factors again. Briefly, they were: *first*, a permanent labour force organized in one shipyard union paid at marginally lower rates than in the United Kingdom, working reasonably hard in good conditions of both work and welfare, and enjoying collective bonuses paid twice yearly in lieu of piece-work. *Second*, membership of large heavy engineering groups. *Third*, diversification into work unconnected with shipbuilding and marine engineering which allows shops to be loaded to capacity. *Fourth*, the widespread use of simple and relatively cheap machine tools. *Fifth*, a management structure particularly strong at middle management level.

'The size and quality of Japanese management and the importance attached to production planning are major factors in the high competitivity of Japanese shipyards and go a long way towards explaining why Japanese prices, which I have no reason to suppose are in general unremunerative, are significantly below our own. If we are to compete with Japan in the world market, we must beat them at their own game in the field of productivity. I believe we can do this although at the moment the Japanese appear to have a substantial lead.

'Nonetheless, my visits to British shipyards up and down the country have convinced me that, in individual cases, British top management at its best is the equal of its Japanese counterpart. But it needs strengthening, particularly at middle management level if we are to make as widespread use of up-to-date production planning and control techniques as our main competitors. I believe top management are already keenly aware of this need and I have been much encouraged by the evidence I have met of new thinking in the industry. I am confident that this Conference will give a new impetus to that thinking.

'I do not wish to sound alarmist. On the contrary there is much to hope for. Unlike some products, ships are likely to be in growing demand for as long ahead as we can see. The only question is whether it is Britain or another country which gets the orders. The Government cannot guarantee these orders. It is only the industry itself which can win them and that depends on whether those present today, and their colleagues in this and other shipbuilding areas, succeed in getting across to the whole industry the importance of the humdrum business of securing those improvements in planning, production methods and organization which, although many of them may individually seem of minor importance, can in total make all the difference between a successful and an unsuccessful industry.'

A technical delegation from the Chinese People's Republic inspect part of a tube forming and welding mill being built at W. H. A. Robertson & Co. Ltd., a TI Engineering Division company. The party included Mr. Wang Chin-Tung, vice-general secretary, Chinese Society of Metals, and director, Chinese Central Projecting Institute of Iron and Steel Works; Mr. Sun Shih-Wei, deputy manager, China National Technical Import Corporation; Mr. Pan Chi-Ching, engineer, China National Technical Import Corporation; and Mr. Chaa Chun-Chen, secretary.

Britain signs Part IV of the GATT

SIR EDGAR COHEN, HM Ambassador to EFTA and the GATT, signed on behalf of the United Kingdom the Protocol amending the General Agreement on Tariffs and Trade to introduce a Part IV on Trade and Development, in Geneva on April 20, 1965. This signature signifies HM Government's acceptance of the new Part IV, in accordance with their intention set out in the White Paper (Command 2618), which has lain before Parliament for 21 sitting days.

On February 8, 1965, at a special session of the Contracting Parties, the United Kingdom, in common with many other contracting parties, signed the Final Act authenticating the text of the Protocol of Amendment, and assented to a declaration of its intention to operate the provisions of Part IV on a *de facto* basis until December 31, 1965, or until the new part enters into effect, whichever is the earlier.

The White Paper (Command 2618) setting out a statement of policy with the texts of Part IV and related documents, was published on March 17, 1965, and background information, including a summary of the provisions of Part IV, were given in the *Board of Trade Journal* on March 19, 1965 (page 622).

Part IV of the GATT comes into effect when it has been accepted by two-thirds of the Contracting Parties. Lists of Governments who have and who have not signed the Protocol were set out in a Reply by the President of the Board of Trade to Parliamentary Questions on April 15, 1965 (*Hansard*, column 1654).

White Papers on corporation tax and capital gains

TWO WHITE PAPERS, 'Corporation Tax (Cmd. 2646) and 'Taxation of Capital Gains' (Cmd. 2645) were published on April 27 and are obtainable from HM Stationery Office, price 3s. 6d. and 1s. 9d. respectively.

President Johnson's message to the Engineering Exhibition in London

SPEAKING AT THE banquet given by the London Chamber of Commerce at the Mansion House, London, on April 20, to mark the opening of the London International Engineering Exhibition at Earls Court and Olympia, London, on April 21, Mr. Clarence D. Martin, Jr., Under-Secretary of Commerce at the United States Embassy, said that 'On behalf of President Johnson and Secretary of Commerce John T. Connor, I bring you greetings and best wishes from the Government of the United States and the American people for the success of this most important international trade event. The sponsoring organizations of the International Engineering Exhibition – the London Chamber of Commerce, in association with the British Mechanical Engineering Federation and the British and Allied Manufacturers' Association – are to be congratulated upon the excellence of your country's most extensive industrial presentation.'

Mr. Martin said that the United States was pleased to join other nations of the world in participating in this important exhibition. Trade was the leading force in making a world where prosperity should know no boundaries – a world in which goods and men and capital should move freely and all men should look ahead confidently. They were proud that more than 100 American exhibitors were taking part in the 'Industrial Modernization United States' display, the largest number ever to enter one of their national export expansion exhibitions overseas. This was a high tribute to the excellence of the International Engineering Exhibition and the recognition it had won throughout the world.

In his message welcoming visitors to the United States exhibit Mr. Lyndon B. Johnson, President of the United States, said: 'Our country's participation in this significant international marketing event in London reflects our belief that the exchange of goods between peoples builds understanding and goodwill among nations and greater abundance for all. In meeting your needs our manufacturers join with you in common contribution towards the economic growth of our nations.'

Other speakers included Sir James Miller, Lord Mayor of London; Lord Verulam, President of the London Chamber of Commerce; and Mr. P. S. Henman, chairman of the Council of the London Chamber of Commerce.

Advance factory at Bethesda is allocated

THE BOARD OF TRADE announce that the advance factory at Cae'rberllan, Bethesda, has been allocated to Austin Taylor Electrical Ltd. of Failsworth, Manchester, who have been manufacturing various types of electrical and engineering components for the past eighteen years. The factory is expected to give employment for about one hundred people who will be engaged in production of cable termination equipment, junction boxes, flexible sleeves, various types of compression glands, and telephone equipment.

The factory at Bethesda was approved by the Board of Trade in advance of specific demand as part of a building programme announced in the House of Commons in 1963. It was the second advance factory built by the Board in Caernarvonshire, the first having been located at Portmadoc

Export bodies' new address

From April 20, the British National Export Council, Committee for Middle East Trade, Committee for Exports to Latin America, Committee for Exports to Australia, Committee for Exports to New Zealand, Commonwealth Export Council, Committee for Exports to Asia, Committee for Exports to Africa and the Committee for Exports to the Caribbean will be at 27-28, Northumberland Avenue, London, W.C.2. (Tel.: Whitehall 3121, Telex: 262264 Brinatex Ldn).

EFTA Bulletin for April - May

THREE ARTICLES by prominent German, Dutch and Belgian officials are published in the April-May issue of the EFTA Bulletin. Each author examines the importance of the EFTA market to his country. Other articles deal with research in Denmark, the Finnish capital market and EFTA rules of origin. Copies can be obtained free of charge from the Central Office of Information, Publications Division, Hercules Road, London, S.E.1.

Electrical equipment approved by the CSA (addendum)

COPIES OF THE LISTS of electrical equipment (P.D. 1870 – 5th Edition) approved by the Canadian Standards Association referred to on page 846 of the *Board of Trade Journal* of April 16, can be obtained from the BSI/CSA Agency, Maylands Avenue, Hemel Hempstead, Hertfordshire, or the British Standards Institution, 2 Park Street, London, W.1, price 6s. Supplementary lists will be forwarded free of charge to holders of the main booklet.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 1) Direction 1965 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from April 23, 1965, is to make the following additions and extension to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1964.

The additions

To Head III of the Schedule
E-Aminohexoic acid;
Carbamazepine;
Carbenoxolone, and salts thereof;
Indomethacin;

The extension

In Head III, the entry relating to 'Phenylephrine hydrochloride' is amended as follows:—
'Phenylephrine hydrochloride, whether or not mixed with isoetharine mesylate and thenyldiamine hydrochloride';

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Lord Rhodes, Parliamentary Secretary, Board of Trade (centre) congratulates Mr. Louis J. Mintz (right) and Mr. John Buckman, of the House of Selincourt on a £250,000 women's clothing order, received from the USSR, which represents nearly half the current year's quota under the Anglo-Russian Trade Agreement.

Open General Licence for iron and steel scrap

At the request of the Ministry of Power, the Board of Trade announce that the current Open General Licence permitting the export of certain grades of iron and steel scrap not exceeding an f.o.b. value of £25 a ton will expire on June 22, 1965. A new Open General Licence has been issued permitting from June 23, 1965 until further notice, the export to any destination of iron and steel scrap not exceeding an f.o.b. value of £25 a ton in the following forms only:

(a) compressed baled material, excluding unused sheet and sheet cuttings:
(b) turnings and borings,

other than material wholly or partly coated or clad with copper or alloys containing 50 per cent or more by weight of copper.

The new arrangements reflect the increased activity of the iron and steel industry resulting in increased home demand for new sheet scrap. In order to avoid difficulties for those engaged in exporting such scrap, this announcement of the alteration of the present licensing arrangements is being made eight weeks in advance.

Inquiries about this Licence should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel: City 5757). Copies of the Open General Licence will be obtainable shortly from HM Stationery Office, Kingsway, London, W.C.2, and branches.

The new Open General Licence allows for an unlimited period the continued free export of the poorer grades of basic iron and steel scrap, while safeguarding home supplies of new sheet scrap, which are now required in this country, as well as of the better grades of scrap whose export is already controlled.

Application for removal of import duty on powdered Vienna lime

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on powdered Vienna lime falling under tariff heading 25.18 and defined as calcined dolomite which, on boiling with 2N hydrochloric acid, yields not more than 0.3 per cent by weight of insoluble residue.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information as strictly confidential and to allow their comments to be passed on to the applicants for reply.

Requests for a statement of case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than May 17, 1965.

Investigation of imports of watches, movements and parts

IN ADDITION to the notice published in the *Board of Trade Journal* of April 23, 1965, page 914, announcing an investigation to determine whether the level of United States imports of watch movements is threatening to impair the national security, the Board have now been informed that the investigation will cover imports of watches, movements and parts.

Interested parties may submit 25 copies of any comment, opinion or data on this subject to the Director of the Office of Emergency Planning, Washington D.C. 20504 by May 23. Rebuttal material will be accepted until June 22, 1965.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

Mr. Edward Redhead, Minister of State, Board of Trade, recently visited Hoover Ltd.'s Merthyr Tydfil washing machine factory in the course of a fact-finding tour, and is seen here (left) studying the production of the Keymatic washing machine.

Modern factories available in Wales

SINCE 1960 the Industrial Estates Management Corporation for Wales has built six factories in advance of demand: five were in Development Districts, the sixth being located in Central Wales at Aberystwyth.

All six attracted customers before completion: three were doubled in size for their present occupiers: one is being purchased on mortgage terms: an extension of 44,000 sq. ft. is being built to another. These facts prove the attraction of ready-made factory space in Wales.

Now, a new programme is announced. Five more standard units are scheduled for building in Development Districts in 1965. The chosen locations are:

North Wales Development Districts
Llangefni, Blaenau Ffestiniog and Pwllheli.

South Wales Development Districts
Pontardulais and Milford Haven.

These factories will be standard units of 10,000 sq. ft. The specification is as follows:

Standard 10,000 sq. ft. factory

The building consists of a steel framed production area with brick and block 11-inch cavity external walls, granolithic finished reinforced concrete floor and roof of three equal spans with steel portal frames covered with asbestos cement sandwich type sheeting. Daylighting provided by translucent sheeting. Height to eaves 14 ft. 0 in., height to underside of valley beam approximately 11 ft. 9 in. Area of production space 7,907 sq. ft.

A flat roof office block is provided consisting of three offices with ancillary corridors and entrance hall, male and female staff toilets and a small tea preparation room. The ceiling height is 8 ft. 6 in. approximately, floor finish – PVC tiles, entrance hall feature local stone, rubble walling and glazed tiling. Roof – precast concrete slabs with asphalt covering and solar reflecting tile finish. Area – approximately 1,260 sq. ft.

Works toilet and cloakroom annexe, and boilerhouse, of brick and flat roof construction similar to the office block, granolithic finished reinforced concrete floors. Height – approximately 8 ft. 6 in. Area – approximately 900 sq. ft.

Heating of production area is by means of unit heaters with

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appropriate ventilators. Heating of offices and cloakrooms by pipes and radiators. Boiler either coal or oil fired low pressure hot water. Adequate artificial lighting points will be provided. Normal services of electricity, water and gas (if available) brought into factory.

The design is capable of immediate extension by 100 per cent and thus forms the basis of a standard 20,000 sq. ft. factory as well. Where required workers' canteen space can be added and further extensions can be added within the capacity of the site.

These factories are suitable to a wide range of medium and light industries: they are available on lease for 21 years at attractive rentals, or for purchase (with the benefit of 25 per cent capital grant if purchased before completion). Machinery grants, 'depreciation holiday' and BOTAC loans are available.

The same facilities are available to the occupiers of purpose-built factories in the Development Districts: factories recently completed by IEMCW range between 650,000 sq. ft. and 5,000 sq. ft.

Inquiries to: Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glamorgan, or to any office of the Board of Trade.

Patents endorsed 'Licences of Right'

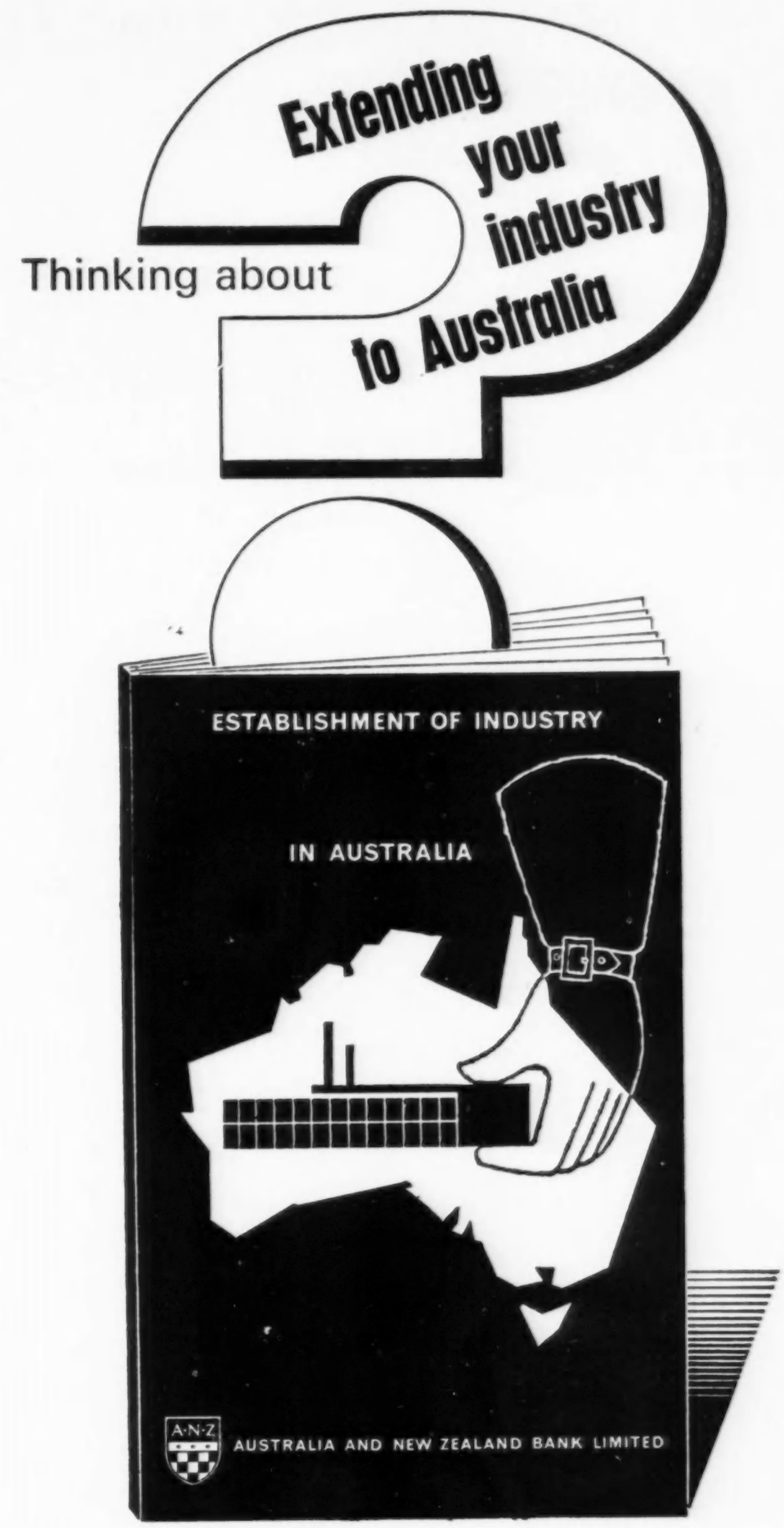
UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	March 12, 1965	
939,521	United States Steel Corporation	Consumable electrode melting furance and process.
958,054	United States Steel Corporation	Recovering ammonia from coke oven gases.
	March 23, 1965	
910,669	Chase, J. M.	Combined baths and wash basins.
927,183	Becker, O. A.	Lateral filing device for folders, letter files, etc.
969,907	Brichard, E.	Thermal conditioning of molten glass before shaping.
	March 23, 1965	
717,064	British United Shoe Machinery Co. Ltd.	Stiffening of shoe uppers.
735,869	Brennan, J. B.	Casting of molten materials.
738,491	British United Shoe Machinery Co. Ltd.	Manufacture of shoes.
738,751	British United Shoe Machinery Co. Ltd.	Stiffening of portions of shoes.
760,266	Lodge-Cottrell, Ltd.	Overhead release mechanism.
843,660	Instytut Chemiczney Przervbi Wegla	Metallurgical coke production.
855,667	Brennan, J. B.	Degassed metal.
882,082	W. Krefft Akt. Ges.	Gas lighting appliances.
889,862	Cummings, W. G. G.	Leggings.
	March 24, 1965	
789,729	Lewis, E. C. & Alumasc Ltd.	Connector means for permitting fluid flow from a container.
789,730	Lewis, E. C. & Alumasc Ltd.	Inlet or outlet means for permitting fluid flow from a container.
	March 26, 1965	
762,598	Lodge-Cottrell, Ltd.	Flap valves for electrostatic precipitators.
888,484	Becker, O. A.	File indexing arrangements.
908,324	Industrie Maschinen G.m.b.H.	Cross-dressing blanks composed of heapable material for production of chipboards.
914,889	Csonka, L. and Others	Organophilic sulfide pigments.
962,971	Csonka, L. and Others. Patent of addition to 914,889.	Rendering sulfide pigments organophilic.
	March 30, 1965	
937,774	United States Steel Corporation	Side guide and hold down for tandem reduction mill.
956,580	United States Steel Corporation	Processing coils of strip.
957,094	United States Steel Corporation	Production high-alumina slag in the blast furnace.
959,800	United States Steel Corporation	Correcting the gauge of strip during rolling.
	March 31, 1965	
749,118	Philco Corporation	Electrical system.
830,337	Square, D. Co.	Motor control system.
830,413	Philco Corporation	Soldering.
847,628	Philco Corporation	Fabricating semi-conductor devices.
861,581	Philco Corporation	Semi-conductor devices.
901,113	Lunkenheimer, E.	Foot support for footwear.
926,502	Matthew White & Co. Ltd.	Soup product.
944,385	Philco Corporation	Testing transistors.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.



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MOBILE EXHIBITION TOURS EUROPE

A convoy of vehicles containing the products of eight British firms halts on Westminster Bridge, London, before leaving for a seven-week tour of Holland, Belgium and Germany. The picture shows four directors and executives of the British firm organizing the tour examining their route. They are (left to right) Mr. C. B. Morrison, chief executive of United Travelling Exhibitions Ltd. – organizers of the mobile exhibition; Mr. V. H. Woodrow, managing director of the company; Mr. L. R. Godwin and Mr. G. Hirst, MP, directors. The British firms who are displaying their products in the mobile exhibition are: Iliffe Marketing Co. Ltd., Dubilier Condenser Co. (1925) *Ltd., W. H. Sanders* (Electronics) *Ltd., Ashley Accessories Ltd., Westinghouse Brake & Signal Co., Southern Instruments Ltd., Chilton Electric Products Ltd., and Electrical Remote Control Co. Ltd.*

New Books

Comecon, Integration Problems of the Planned Economies, by Michael Kaser (215 pages. Oxford University Press, 35s.). The Council for Mutual Economic Assistance (Comecon) was established by the USSR and its associated European countries in 1949, but Mr. Kaser's book, which is issued under the auspices of the Royal Institute of International Affairs, is the first full length account in English of the organization's history and current problems. The first part of the book is historical, and provides a detailed narrative of Comecon's birth and subsequent development up to 1964. This historical section is supplemented by appendices reproducing extracts from Comecon's charter, its declaration of principles, and a tabulation of its agencies, conferences and decisions. The second part of the book examines Comecon's work in the fields of trade, technical co-operation, the evolution of a common price policy, and economic integration, and assesses its present position and future development. Mr. Kaser sees the future of Comecon as lying in adaptation to the current experiments in controlled market systems being undertaken by its Central European members, and in keeping a 'half-open door' to East-West trade.

Modern Cotton Industry, A Capital Intensive Industry, Organization for Economic Co-operation and Development (148 pages. 17s. 6d., by post 18s. 1d., from HM Stationery Office and Government bookshops). The cotton industry is nowadays distinguished from other textile industries mainly by the type of machinery it uses, rather than by its raw material, and in this report on the problems of the industry in member countries OECD's Special Committee on Textiles includes the processing of the man-made fibres which account for some 20 per cent of the raw material used by the industry. The report gives an account of developments since 1950 in Western Europe, North America and Japan; surveys the current structure of the industry and conditions of production, with chapters on installed capacity, investment and cost structures, and the organization of firms; and makes recommendations for measures by governments and by the industry to improve the present situation. The remedial measures suggested lie partly in the areas of tariff protection, fiscal policy and loans and subsidies; and in this last connection, British experience in the reorganisation and re-equipment of the industry is given particular attention. The report contains numerous statistical tables on all aspects covered by the text – many of them supplementing the regular data to be found in OECD's annual *Textiles Production and Consumption Statistics.*

Synthesis of Reports by Survey Teams on 22 Industries. Committee on Industrial Organisation, Irish Republic (40 pages. 2s. 6d. from Government Publications Sale Office, GPO Arcade, Dublin 1). Twenty-six survey teams were appointed to provide the Committee on Industrial Organisation with full accounts of the important sectors of Irish industry which employ between them some 58 per cent of the Irish Republic's total employment in manufacturing industry. Twenty-two of the teams have so far published their reports (some of them previously noticed on this page). In the present work the Committee provides a summary of their findings and sketches a composite picture of the structure and organization of a large part of the industry of the Irish Republic. The industries covered range from heavy manufacturing to assembly, clothing and chocolate; only the salient facts and conclusions are given here, and the main value of the *Synthesis* is as a guide to the existence and contents of the larger reports on which it is based.

The Economy of Thailand, An Appraisal of a Liberal Exchange Policy, by André Mousny (287 pages. 30s., from Social Science Association Press of Thailand, Bangkok). The author, a French economist, examines the stability of the Thai currency compared with the exchange controlled countries such as France, Vietnam, Cambodia and Burma. There are chapters on the evolution of the Thai exchange policy, imports, exports, financial policy and an important chapter on foreign aid. In the book's concluding sections, Dr. Mousny examines the Thai foreign exchange policy in relation to the influx of foreign capital, and its contribution to the steadiness of the exchange rate, to industrial development, and to the maintenance of a reasonable standard of living. An appendix lists items still subject to import control, and there is a bibliography.

Universities and the World of Business, by Professor Sir Ronald Edwards, Chairman of the Electricity Council (19 pages. British Institute of Management, 5s.), is the first of a series of lectures on management education sponsored by the BIM in honour of Col. L. F. Urwick, and to be known as the Urwick Lectures. The author re-examines the doubts and fears which have been expressed about whether management can be taught in academic courses, looks at the role which the universities can and should play in management education, and discusses the types of post-graduate and post-experience courses which the two newly-founded post-graduate business schools in London and Manchester might introduce.

General Financial Knowledge, Including The Elements of Economics, by A. J. Whiteside, (386 pages. HFL (Publishers) Ltd., 35s.) has been written to provide the reader with some understanding of the financial aspects of British economic institutions. It is intended both for the general reader and for the student undertaking professional examinations in accountancy. The book begins with an outline of elementary economic theory; this is followed by a review of monetary institutions in the private sector of the economy, with particular regard to the investment process, and of the financial operations of both central and local government. The third part deals with the financial aspects of British trade, and includes chapters on the organization of industry, overseas trade, and foreign exchange.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

THURSDAY, APRIL 15

Monopoly practices in the flour-milling industry

Asked what action he was considering to combat monopoly practices in the flour-milling industry and in the retail bakery trade, Mr. Douglas Jay, President of the Board of Trade, replied that he would consider whether a reference to the Monopolies Commission would be appropriate.

Hire Purchase Act

The President was asked if he would review the operation of section 4 (1) of the Hire Purchase Act 1964 in so far as the minimum purchase price of £30 was concerned. He answered: 'This new provision only came into operation on January 1, and I think it is too early to assess how it is working out in practice.'

Industrial exhibition centre

Asked what support he would give to the proposal for establishing an industrial exhibition centre on the Crystal Palace site, the President said that this proposal was being carefully considered. It was an expensive one and could not be settled without regard to the many other desirable proposals which make demands upon our limited national resources.

Outstanding H.P. debts

A Member asked what was the total outstanding debt owed on hire purchase agreements at the end of the last financial year. The President replied that information was not available in this form. The total debt outstanding under the hire purchase and other instalment credit arrangements at the end of February, 1965, the latest date for which figures were available, was £1,123 million.

Revisions to list of strategic goods

Asked what revisions had been made since last October in the lists of strategic goods which had been banned for export to certain countries, Mr. Edward Redhead, Minister of State (Overseas), Board of Trade said: 'None, Sir, apart from a few minor clarifying amendments.'

Payments from Ghanaian Government

A member asked what was the average delay complained of by British suppliers in obtaining payment from the Ghanaian Government in respect of goods supplied under contract. The Minister of State (Overseas) said that the average delay on the last 100 invoices taken up with the Ghana Supply Commission was nearly eleven months. However, the Ghanaian Minister of Finance assured the British High Commissioner in Accra on April 12 that Exchange Control approval would shortly be given for all payments outstanding for goods supplied to the Ghana Supply Commission.

Shipbuilding for Rumania

Asked what trade concessions he would make in favour of Rumania to encourage further shipbuilding orders, the Minister of State (Overseas) said that our Trade Arrangement already provided scope for increased trade in both directions and our credit terms were fully competitive.

EFTA Information Office

Replying to a member who asked why the EFTA information office had recently been removed out of and away from the main building of the Board of Trade, the Minister of State (Overseas) said: 'In order to be with the other Overseas Information Sections of the Board of Trade.'

Industrial development

Asked what action he proposed to take to bring industry to the villages of Bannockburn, Fallin, Cowie and Plean, the President replied that, while priority would have to be given to the development districts where the need for more employment was greater, any proposal to establish suitable industry in these villages would be sympathetically considered.

Replying to a question on help for the industries – especially the foundry industries of Bonnybridge, the President said that assistance under the Local Employment Acts was available to suitable projects for Bonnybridge, which was in a development district. Applications from several firms were under consideration and the foundry industry was represented among them. Offers of assistance had already been made in certain cases.

Asked what new instructions he had issued relating to a restriction of the granting of industrial development certificates in the West Midlands area, the President said that Regional Controllers had been asked to look more critically at all i.d.c. applications in the really congested areas including those in the West Midlands.

The President was asked what plans he had for further industrial development in the North-east. He replied that a major new industrial estate was being constructed on Teesside: an encouraging number of industrial projects were going forward; and the policy of attracting all possible new development to this area was being continued.

Asked what Government assistance was to be given to the Cairngorm Development Board in providing, without profit to themselves, improved ski facilities to tourists who came to Scotland, the President said that an application from the Board for loan assistance under the Local Employment Acts would be considered on its merits.

To a member who asked if he would seek to amend the Import Duties Act 1958 so as to allow components to be imported duty free for a limited period by enterprise established in areas requiring industrial development, the Minister of State (Overseas), Board of Trade, replied 'No Sir. The Act already enables duty remission to be given for parts of instruments and apparatus if similar parts are not procurable in the United Kingdom.'

Credit facilities for shipowners

Asked, separately if he would renew the Shipbuilding Credits Scheme, and if he would take steps to improve the credit facilities available to British shipowners who p'aced new orders with United Kingdom shipyards, the President replied that he saw no reason for Government action on credit facilities for British shipowners.

Merchant Shipping Act 1894

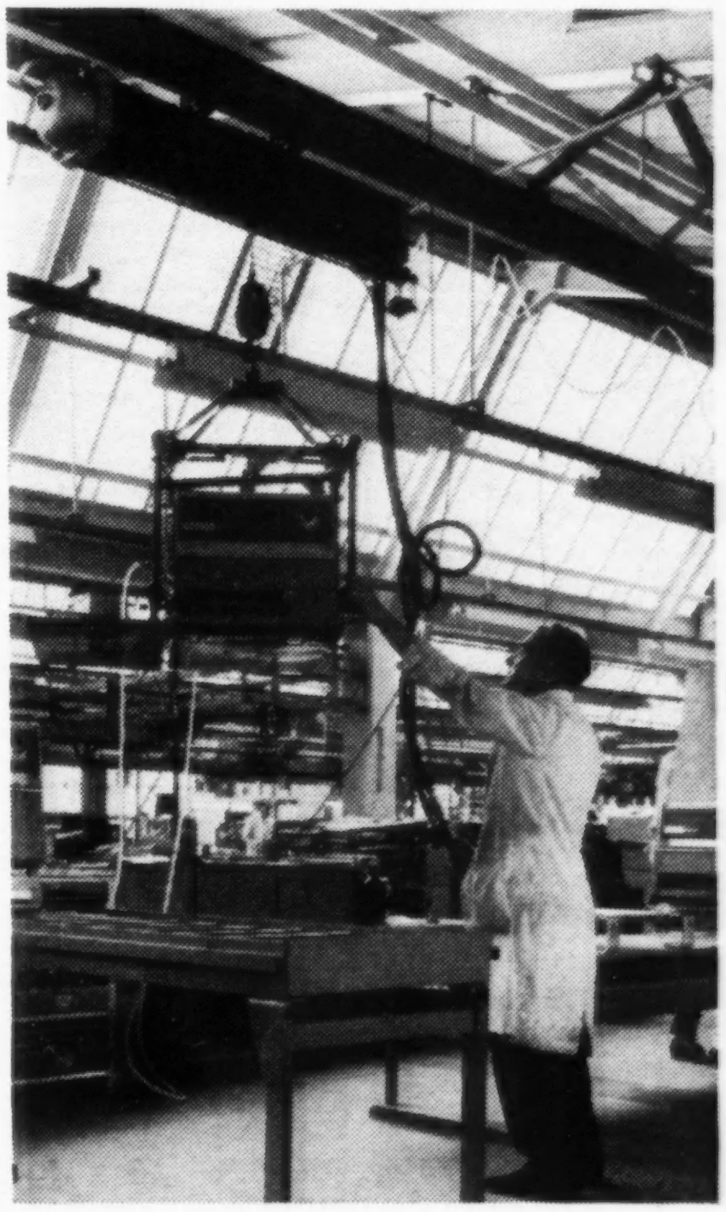
Asked what progress had been made in the process of revising the Merchant Shipping Act 1894; and on what particular subjects a start had been made, Mr. Roy Mason, Minister of State (Shipping), Board of Trade, answered that discussions at official level were in progress between the Board of Trade and the shipowners' and seafarers' organisations about the provisions relating to seafarers. He could not say what the outcome would be.

High capacity tankers

Asked what action was being taken to encourage the building of high-capacity tankers in this country, and if he would refer to the Shipbuilding Inquiry Committee for special and urgent study the circumstances in which recent orders, such as those for large Shell tankers, had been placed abroad, The Minister of State (Shipping) answered: 'A number of yards in this country are equipped to build tankers of up to 200,000 d.w.t. and I see no reason to take special action or to make a specific reference to the Shipbuilding Inquiry about their failure to secure particular orders. At present our yards are proving competitive over a large range of vessels and the competitiveness of the industry in the longer term is being studied by the Shipbuilding Inquiry Committee.'

Cargo ship 'Magdeburg'

Asked what action was being taken to refloat or remove the cargo ship 'Magdeburg', lying on its side in a dangerous bend of the River Thames near Grays after being sunk by collision with a Japanese vessel on October 27, when it was outward bound for Cuba with a cargo of 42 buses, the Minister of State (Shipping) said that soon after the casualty the owners of the 'Magdeburg' appointed an organization in Warnemunde as salvors. The deck cargo of buses had been removed but efforts to lift the vessel herself had not yet succeeded. Further efforts would be made in June, when two lifting vessels from Hamburg would be available. Meanwhile the vessel was not a danger to navigation, being clear of the fairway. She had been marked with two lighted wreck buoys by the Port of London Authority, who would continue to keep watch on the operations.



The new Rank Xerox 813 office copier has been launched in the major markets of Western Europe, from the company's Mitcheldean, Gloucestershire, factory. The firm has expanded its premises by 66 per cent in the last eighteen months to meet international demand. Here a copier is being swung aloft at the end of the assembly line.

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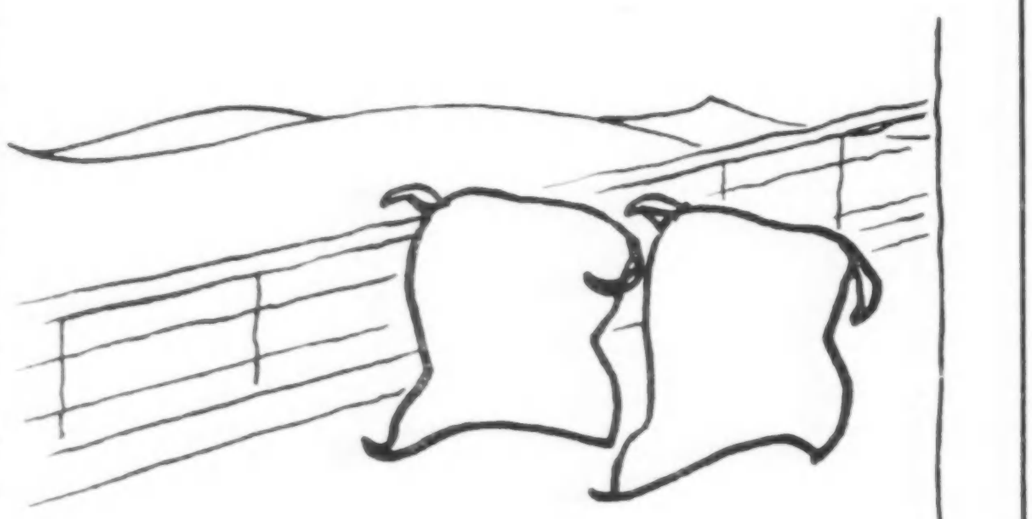

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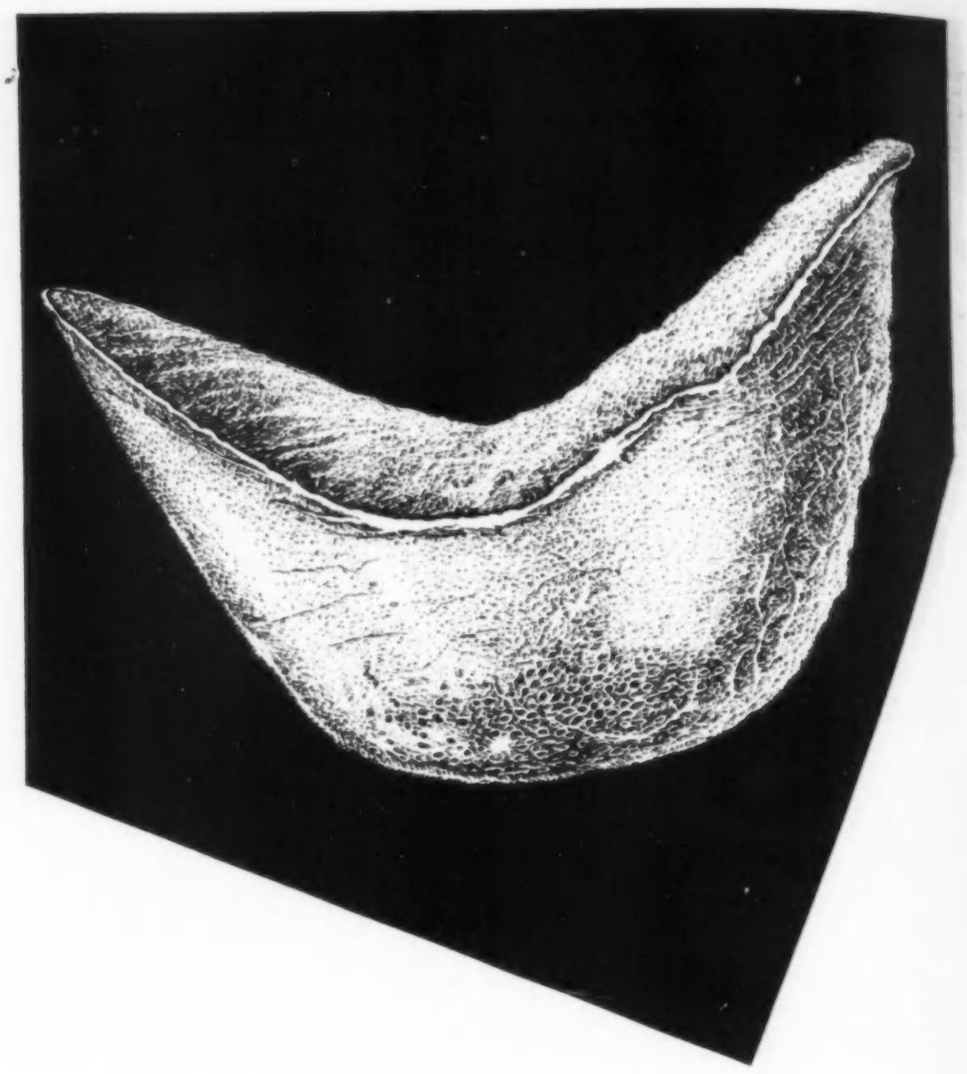

Solid silver "Shoes" were used as a form of currency throughout China until early this century.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE			FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure	Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices		
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205	series shown in £ million		
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	118	119	134	129	118	103	132	107	140	146	133	+152	+ 89	+29	+30
1964	124	128*	144	138	123	106	153	120	162	184	153	+484	+332	+44	+49
1963															
3rd quarter	117	120	137	131	119	104	138	106	141	164	141	— 2	— 12	— 7	— 6
4th quarter	122	124	138	132	120	105	142	109	149	168	144	+127	+ 61	+23	+41
1964															
1st quarter	123	127	141	136	123	105	147	115	154	176	152	+ 88	+ 79	+ 2	+ 4
2nd quarter	123	127	142	136	121	105	150	120	153	184	149	+153	+126	+ 5	+ 1
3rd quarter	124	127	145	139	123	106	154	120	167	188	153	+119	+ 77	+ 6	+13
4th quarter	127	131*	147	141	124	107	160	127	173	186	158	+124	+ 50	+31	+31
1964															
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132*	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers: Mid-month or monthly average†	Wholly unemployed excluding school leavers: Change from previous period†	Wholly unemployed excluding school leavers: Normal seasonal change	Unfilled vacancies for adults: Mid-month or monthly average†	Unfilled vacancies for adults: Change from previous period†	Unfilled vacancies for adults: Normal seasonal change	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	125*	125·7	+3·3	108·6	125·4	148·4	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	125*	127·6	+4·5	109·9	127·1	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter			128·8	+4·5	109·9*	128·3*	153·6	353	+ 17	+42	233	+ 5	— 5	143*	141*	
1964																
August	153	117	126·7	+4·7	108·6	125·7	149·4	314	+ 11	+10	239	—11	— 9	156	142	..
September	154	113	126·7	+4·4	109·1	126·2	149·8	315	+ 1	+11	239	Nil	— 7	152	132	..
October	156	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	161	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	125*	128·3	+4·8	109·4	127·6	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2*	128·1*	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	164*	122*	128·7	+4·5	110·1*	128·3*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March			129·1	+4·4	110·3*	128·4*	154·2	341	— 15	—19	249	+20	+10	147*	143*	
April								313*	— 28*	—20	274*	+25*	+14			

† Not seasonally adjusted * Provisional

The regional pattern of retailing

THIS ARTICLE is based mainly on the results of the 1961 Census of Distribution. It covers the retail trades (minimum list heading 820 of the Standard Industrial Classification) and also gives some figures for the hairdressing and shoe repairing trades. It does not cover motor dealers and garages or caterers. Table 1A, 1B and 1C give the basic information about the number of shops, the turnover, and the number of persons engaged in different kinds of retail business, for each region, and include estimates for 1957 based on the sample census for that year. Tables 2 and 3 relate the number of shops, turnover, and number of persons engaged in different kinds of business to the population, for each region. Table 4 gives the ratios of turnover to persons engaged.

The figures for 1957 are derived from the sample census taken for that year. While sampling errors are generally small for the figures for the whole of Great Britain, for individual regions they can be very large, and therefore small differences between regions, or small changes between the two years for the same region, are not significant. (Information about sampling errors in the 1957 figures for Great Britain is given in Appendix F of the 'Report on the Census of Distribution and Other Services 1957'; for regional figures, sampling errors may be from two to five times as large as the national figures.) Table 5 gives figures for Electricity and Gas showrooms, 1957 and 1961. Notes on the scope and coverage of the censuses, definitions, etc., accompany the tables.

Part I of the article makes broad comparisons of the value of retail sales in the different standard regions, and illustrates the importance of the conurbations to the retail trades. Part II examines regional variations in the average population served per shop, and in the average size of shop in terms of turnover. Part III considers employment in retailing in relation to population and sales.

I. Consumer spending

Regional pattern of total retail sales

Table A summarizes turnover per head for all retail trade in the regions in 1961. With the exception of the South-east (i.e. the three standard regions, London and the South-east, Southern, and Eastern) and Wales, sales per head of population do not vary greatly between regions when each is considered as a whole. Sales per head in the South-east are substantially higher than in any other region. The South-west region and Scotland rank after the South-east, followed by five other, mainly industrial, regions where figures for turnover per head of population lie fairly close together. At the other end of the scale, sales per head in Wales are very low. The position was broadly similar in 1950, with the South-east well above the national average and Wales below the other regions, though more so than in 1961. The position of Scotland and the North-west appears to have deteriorated compared with the national average since 1950, while that of the South-west, as well as of Wales, has improved.

Table A also distinguishes the principal conurbations. Table B compares the proportion of sales in the conurbations and in the remainder of each region with the corresponding proportions of population. In each region, turnover per head was higher in the conurbation than elsewhere. It was much higher in the Greater London conurbation than in any of the others. The next highest was in the Tyneside conurbation, but this accounted for less than a third of the retail sales of the Northern region. In interpreting the ratios for the rest of each region, i.e., outside the conurbations, it is necessary to have in mind the distribution of population. For example, the 'rest of Scotland' includes Edinburgh. It is, perhaps, significant that turnover per head in the South-east, outside the London conurbation, is higher than in any of the other non-conurbation parts of regions or than in the regions within which no conurbations have been distinguished.

Variations between regions may reflect differences in income, prices of goods and services, and habits of expenditure. Retail sales, as defined here, account for only about half consumers' expenditure. Expenditure on other goods or services, such as on cars or meals out, may vary considerably between regions. Tourism will be important in some regions. The special position of London is to some extent due to the pull of central London and the West End as a shopping centre for the country as a whole: retail shops in this area account for 4 per cent of sales for the country as a whole, though its resident population is only 1 per cent.

Census of Distribution articles

THIS ARTICLE is one of a series on the 1961 Census of Distribution. Others previously published in the *Board of Trade Journal* have been:

Manufacturers' direct sales to the public in 1961 (*based on an inquiry taken to supplement the results of the census*)	*February* 15, 1963
Sales by mail order	*May* 31, 1963
Sales by mobile shops	*July* 19, 1963
Analyses of retail establishments	*September* 20, 1963
Department store trading	*October* 4, 1963
Instalment credit trade	*November* 22, 1963
Self-service trading	*December* 20, 1963
Retail trade in main shopping centres	*January* 17, 1964
Analyses of retail organizations	*February* 7, 1964

Copies of articles are available on application to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel. Pinner 8771, Ext. 305).

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Table A. Retail turnover per head of population in regions and conurbations, 1961 (a)

Regions and conurbations	Turnover per head	
	£	As ratio of Great Britain
London and South East, Southern, Eastern:	194·6	111·3
Greater London conurbation	218·1	124·7
Rest of region	174·2	99·6
South Western	170·5	97·5
Scotland:	168·8	96·5
Central Clydeside conurbation	170·2	97·3
Rest of Scotland	168·0	96·1
Midland:	164·5	94·1
West Midland conurbation	178·3	101·9
Rest of region	151·1	86·4
North Midland	164·5	94·1
East and West Ridings:	164·2	93·9
West Yorkshire conurbation	170·0	97·2
Rest of region	160·1	91·5
North Western:	164·0	93·8
Merseyside conurbation	166·4	95·1
South East Lancs. conurbation	170·0	97·2
Rest of region	157·5	90·1
Northern:	163·1	93·3
Tyneside conurbation	192·0	109·8
Rest of Region	152·9	87·4
Wales	152·4	87·1
Great Britain	174·9	100·0

(a) Including estimates for non-response; estimates for non-response in conurbations are not available separately from the rest of region, except for Greater London; in other regions it has been assumed that the non-response estimates for the whole region apply proportionately to conurbation and rest of region.

Table B. Turnover and population in conurbations in 1961 as percentages of each region (a)

Regions and conurbations	Retail turnover		Population as percentage of total in region
	£ million	As % of total in region	%
London and South East, Southern, Eastern:			
Greater London conurbation	1,661	52·0	46·4
Rest of region	1,530	48·0	53·6
Total	3,191	100·0	100·0
Scotland:			
Central Clydeside conurbation	283	35·1	34·8
Rest of Scotland	523	64·9	65·2
Total	806	100·0	100·0
Midland:			
West Midland conurbation	388	53·4	49·3
Rest of region	338	46·6	50·7
Total	726	100·0	100·0
East and West Ridings:			
West Yorkshire conurbation	270	42·3	40·9
Rest of region	369	57·7	59·1
Total	639	100·0	100·0
North Western:			
Merseyside conurbation	213	21·4	21·1
South East Lancs. conurbation	381	38·3	36·9
Rest of region	401	40·3	42·0
Total	995	100·0	100·0
Northern:			
Tyneside conurbation	152	30·8	26·2
Rest of region	342	69·2	73·8
Total	494	100·0	100·0

(a) *Excluding* estimates for non-response

Kind of business pattern of retail shops in different regions

The figures presented in this article and accompanying tables relate to turnover in different kinds of shop rather than to sales of different commodities, and are therefore an imperfect guide to the pattern of spending in commodity terms. Regional variations may in part be due to differences in the goods handled in different parts of the country by shops classified to the same kind of business. For example, groceries are commonly sold in food shops classified as 'other food retailers', while grocery shops frequently sell not merely non-grocery food items but also a wide range of non-food goods. Table 3B shows, for example, that in the South-east turnover per head of population in grocery shops was lower than in almost every other region, but it was rather higher for 'other food retailers'. Department stores, where the range of consumer goods is almost unlimited, are particularly strong in the South-east, which accounts for 45 per cent of turnover in this kind of shop. Again, for footwear repairers and hairdressers, the position is confused because a substantial proportion – perhaps a quarter – of all footwear repairs is carried out through retailers rather than repairers; and hairdressing services are often provided by department stores and other retailers.

Given these qualifications it is worth noting that, with few exceptions, turnover per head in the South-east is greater than in any other region for nearly every kind of business. One exception is the grocery group, already mentioned, but if this is combined with 'other food retailers' the South-east ratio is again higher than any other. Another exception is that turnover per head in the general stores group is slightly higher in the Northern region than in the South-east. These high ratios for the South-east apply as much to the kinds of shops which cater in the main for local demand, e.g., confectioners, tobacconists, newsagents, as to the kinds of business which might be expected to serve a wider area, such as department and other general stores.

At the other extreme, although turnover per head in Wales is substantially less than in any other region in total, this is not so for each kind of business. The low ratios in this case are mainly in the food, general stores and household goods shops. An interesting feature of the ratios for Scotland is that sales per head in food shops are nearly up to the national average and in clothing shops and the confectioner, tobacconist, newsagent group are above the average and second only to the South-east. In the case of the five mainly industrial regions of England (Northern, East and West Ridings, North Midland, Midland and North-western) in which total retail turnover per head is close, differences in the ratios for the different kinds of retail business are probably due largely to differences in the commodity patterns within the same kinds of business.

II. Shop densities and shop size

Population served by shops

Table 3A and the summary Table C below show the range of shopping resources available to people in different regions as measured by the population served per shop. There is a substantial variation in the population served by the average shop, from 72 in the North-west region to 98 in the South-east. The North-west region, which has far the highest population density of any region, has more shops in relation to population than any other region; and in the South-west region and in Wales, where the population density is low, the population served per shop is at or below the national average. But in Scotland and the Northern region, where the density is again low, shop numbers are comparatively few and the population served as high as 97 and 95 per shop.

Table C. Population served by shops and sales per shop compared with density of population, 1961

Standard regions	Population served per establishment	Population density per thousand acres	Sales per establishment (a)
	Number	Number	£'000
London and South-east, Southern, Eastern	98	1,796	19·0
Scotland	97	272	16·3
Northern	95	680	15·4
Midland	90	1,478	14·8
South-western	88	583	15·0
Wales	83	515	12·6
North Midland	82	901	13·5
East and West Ridings	80	1,644	13·1
North-western	72	3,329	11·8
Great Britain	88	908	15·4

(a) Including estimates for non-response.

(Continued on next page)

THE REGIONAL PATTERN OF RETAILING, continued

Average size of shop

Table C also shows the range in the average size of sales per shop throughout the different regions, from £11,800 in the North-western region to £19,000 in the South-east, in 1961. In the South-east the high figure reflects in part the concentration of department stores and other large stores, and the development of self-service and supermarkets. The fact that the South-east has comparatively few shops in relation to the population is compensated for by the much larger size of the average shop. The reverse is true of the North-west. Indeed, sales per shop and the population served per shop are closely related.

III. Employment in retailing

Persons engaged in retailing

The census of distribution definition of persons engaged is much broader than that of insured employees. As well as including owners (and their friends or relatives) working in the business but not drawing a regular wage or salary, it includes school children working part-time (whether in shops or on delivery rounds); anyone working less than four hours a week, who may not be insured; and part-time workers insured in respect of some non-retailing employment.

Table D shows, for different regions, the average number of persons engaged in retailing per 10,000 population in 1961. (For this calculation, a conventional allowance is made for the smaller amount of time put in by part-time workers by counting two part-timers as equivalent to one full-time person engaged.) There is comparatively little regional variation in this ratio, from 451 in the South-western region to 400 in Wales and 390 in the Midland region.

Table D. Persons engaged in retailing per 10,000 population, 1961 (a)

Standard regions	Average number
South-western	451
London and South-east, Southern, Eastern	445
Scotland	440
North-western	432
East and West Ridings	422
Northern	421
North Midland	410
Wales	400
Midland	390
Great Britain	430

(a) Two part-timers counted as one full-time person engaged.

Sales per person engaged

Table 4 shows average sales per person engaged in retailing, for both 1957 and 1961. For 1957 separate figures for full-time and part-time persons engaged are not available by regions, and in this table the convention of counting two part-timers as equivalent to one full-timer cannot be used on a comparative basis for both years. For 1961 however, it is possible to recalculate the regional figures of sales per person engaged counting two part-time workers as equivalent to one full-timer and the results are shown in Table E. for retail trade as a whole, on both bases. The first column uses the convention referred to above; the second column does not, and is on the same basis as Table 4.

Table E. Sales per person engaged, 1961

Standard regions	Counting two part-timers as equivalent to one full-time person engaged		Counting each part-timer as equivalent to one full-time person engaged	
	£	As ratio of G.B.	£	As ratio of G.B.
London and South-east, Southern, Eastern	4,377	107·5	3,771	106·7
Midland	4,222	103·7	3,634	102·8
North Midland	4,015	98·6	3,438	97·3
East and West Ridings	3,892	95·6	3,345	94·7
Northern	3,875	95·2	3,405	96·3
Scotland	3,837	94·3	3,410	96·5
Wales	3,813	93·7	3,414	96·6
North-western	3,798	93·3	3,290	93·1
South-western	3,783	92·9	3,323	94·0
Great Britain	4,070	100·0	3,534	100·0

It will be seen that comparatively little difference is made in the relative positions of the regions (there is little significance in the last two digits). Nevertheless, these broad averages may hide deeper differences, and because of differences between kinds of shop in the proportions of part-timers for the two census years, comparisons of the changes between the two years (as shown in Table 4) should be made with caution. For the country as a whole, turnover per person engaged – counting part-timers and full-timers as equal – increased between 1957 and 1961 by 18 per cent (of which price increases accounted for about 4 per cent). In different regions the increase ranged from 14 per cent (in the Northern and North Midland regions) to 20 per cent (in the South-east).

The increased retail business in 1961 was handled by a labour force of almost the same size as in 1957; for Great Britain as a whole the numbers of persons engaged were 2,530,000 in 1957 and 2,524,000 in 1961 (see Table 1C). The proportion of part-timers to total persons engaged was 26 per cent in both years.

There was a reduction of about 8,000 persons engaged in Scotland between the two years, but a rise of almost as much in the North-western region. Something over half of the reduction of 18,000 in the South-east and the rise of 17,000 in the South-western region is due to the different geographical classification of Dorset. (A reference to the effect of the switch of Dorset appears in paragraphs 12 and 13 of the Notes which accompany the Tables). In the London conurbation the numbers engaged in retailing decreased by nearly 25,000.

Between the two census years there was a reduction in business after allowing for price changes in confectioners-tobacconists-newsagents, and an increase in television hire (included under household goods shops). This was reflected in most regions in the movements of persons engaged. In other trades, the principal change was the increase, in every region except Scotland, in the number of persons engaged in general stores; this was due mainly to increases in variety stores, and to a lesser degree department stores. Within the South-east, employment in the London conurbation was stable in the general store group.

Comparing sales per son engaged for different regions, it is substantially higher than the average in the South-east (108 per cent) and the Midlands (104 per cent). (Turnover per person engaged was also above the average in these regions in 1950.) For all other regions it is below the national average, ranging from 99 per cent of the average in the North Midlands to 93 per cent in the South-west.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page xiv of the issue of 16 April.

NOTES

Scope and coverage

1. The tables presented here are derived from the 1961 Census of Distribution and cover retail distribution, including the hiring out and repair of consumer goods (corresponding broadly to Minimum List Heading 820 of the Standard Industrial Classification – the seven broad kinds of business shown in the tables correspond to the sub-divisions of M.L.H.820); hairdressing and manicure (M.L.H.889): and the repair of boots and shoes (M.L.H.888).

2. The census excluded some traders combining retailing with activities outside the retail trade, and consequently the figures do not cover all retail sales of goods. Traders whose main business was wholesaling or catering; dispensing opticians; builders' merchants;

farmers; and manufacturers selling direct to the public were all excluded. (Manufacturers' sales direct to the public in 1961 are estimated at £144 million.) Other omissions were street newspaper sellers, pedlars and auction rooms.

3. For electricity and gas showrooms, figures of persons engaged were not collected.

4. Figures for mail order businesses were collected, but since their sales can cover a very wide area, even the country as a whole, they are excluded from area data in the census analyses. The amount of turnover of retail mail order businesses excluded from these tables in 1961 was £233 million.

5. Not all traders made a return, but the figures in these tables (except Table B in the text) include estimates for non-response for traders operating from fixed establishments. While market traders, street traders, and hawkers were included in the census coverage, no estimates have been made for non-respondents in this method of trading, but the deficiency on this account is insignificant in terms of turnover.

6. Where retail trading has been related to statistics of population, these cover the civilian population. Only in the case of population density calculations (Table E in the text) were home population statistics employed. The home population includes members of the forces in this country and details were taken from the preliminary report on the 1961 Census of Population.

Definitions of terms used

Establishment

7. For the purpose of the census report, an establishment is a separate place of business whose trading is such as to bring it within the scope of the census. The term 'retail establishment' covers not only retail shops whether independent shops, branches of multiple organizations or branches of retail co-operative societies, but also other methods of trading, for example, market stalls, kiosks in cinemas, depots from which roundsmen work, mobile shops and credit traders calling on customers. A 'shop within a shop' (e.g., a hairdresser's run as a separate business on a tobacconist's premises, or another trader's retail outlet in a department store) is counted as a separate establishment from the host establishment. Receiving depots of multiple footwear repairers are treated as separate establishments.

Turnover

8. This includes the total trading receipts for the year, including receipts from the sale of goods (inclusive of purchase tax), and from meals, repairs, rentals, and other services, after deduction of all discounts, credits and deferred rebates allowed to customers or staff. Dividends paid by co-operative societies have not been deducted from turnover. Hire purchase and other credit transactions originated during the year are included at their cash value plus any charge for credit provided. Sales against the checks of a check trading company are included at their face value. Allowances for goods taken in part exchange are not deducted from turnover. Allowances and rebates receivable directly or indirectly from the Agricultural Departments or the Milk Marketing Boards for milk handling or processing are not included in turnover; payments under the National Milk and Milk in Schools' Schemes are, however, included, as also are amounts received for goods or services supplied under the National Health Service.

Persons engaged

9. Includes all persons who worked in the business in the week ended October 28, 1961, or (if the business was closed in that week) in the nearest normal trading week, including those temporarily absent through sickness or holidays. All working proprietors and members of the owner's family who worked in the business are included, whether or not they received a definite wage, as well as paid employees. Part-time directors paid by fee only are excluded. Part-time workers are included, however short the period for which they worked during the week, and are distinguished as those under engagement to work for less than 30 hours a week.

Kinds of business

10. The following notes describe briefly the content of each of business heading:

Grocers and provision dealers

Other food retailers (includes dairymen; butchers; fishmongers and poulterers; greengrocers and fruiterers; bread and flour confectioners; off-licences; other food shops, which include establishments selling ice-cream, mineral waters, vegetarian and health foods).

Confectioners, tobacconists, newsagents (includes railway newspaper kiosks and bookstalls).

Clothing and footwear (includes footwear shops; men's wear shops; women's, girls' and infants' wear shops, drapery and general clothing shops. The latter frequently sell other kinds of goods, e.g., piece goods, haberdashery, household textiles and other soft furnishings).

Household goods shops (includes furniture and furnishings shops; radio, electrical goods and musical instruments shops, including television rental establishments; cycle and perambulator shops; ironmongers and hardware shops).

Other non-food shops (includes booksellers, stationers; chemists, photographic dealers; jewellery, leather and sports goods shops; and several minor miscellaneous non-food shops).

General stores (includes department stores; variety stores; and other general stores. The latter usually sell too wide a range of non-food goods – usually clothing, soft furnishings, and furniture – to qualify for one of the specialist headings, but which for various reasons cannot be called department stores. Department stores are shops with 25 or more persons engaged, and selling a wide range of commodities, one of which must be clothing. Also included under general stores are general credit traders calling on customers).

TABLES 1A, 1B & 1C

11. In two regions it has been necessary to withhold 1957 figures for two kinds of business (household goods shops and general stores) to avoid disclosure of information about individual businesses by comparison with previously published figures. In the Northern region, the figures withheld total 3,531 establishments, with turnover of £112,153,000 and 38,046 persons engaged; under a tenth of these establishments were in general stores, the remainder in household goods shops, but general stores accounted for roughly three-fifths of the above turnover and two-thirds of the persons engaged. In the Midland region, the figures withheld total 6,549 establishments, with turnover of £129,304,000 and 45,309 persons engaged; about one in twenty of these establishments are classified as general stores, the remainder as household goods shops, but general stores accounted for nearly half of turnover and persons engaged.

12. Dorset is included in the figures for the Southern region for 1957 but with the exception of Poole, in the South-western for 1961. In 1961, total retail trade figures for Dorset, excluding Poole, were about £35 million.

13. Total retail sales in the South-east (i.e., the London and South-east, Southern, and Eastern regions) in 1961 were £3,410 million and in the South-western region £571 million. The inclusion in the latter region of sales amounting to £35 million for Dorset (excluding Poole) therefore creates a noticeable effect in basic figures for the South-west but has a negligible effect in the South-east; and comparisons of the basic information for the South-west between the two years should be made with this in mind. However, for some of the ratios derived from the basic figures (e.g., sales per head of population), the figure for Dorset may differ little from the rest of the South-western region, and the inter-census comparison is little affected.

(*Continued on next page*)

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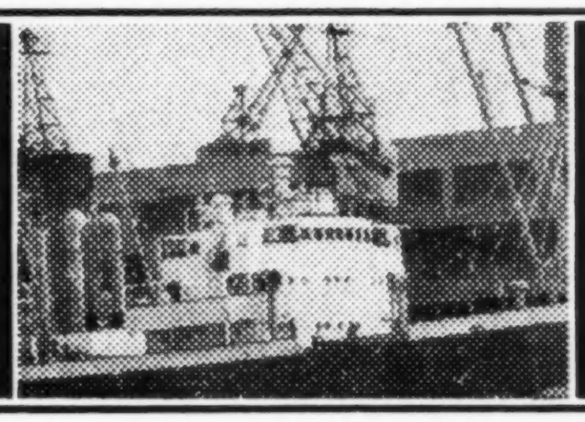

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THE REGIONAL PATTERN OF RETAILING, continued

TABLE 4

14. In this table it is possible to give figures for the 'hidden' kinds of business in the Northern and Midland regions, and the different treatment of Dorset between the two years has comparatively little significance here.

Definitions of standard regions and conurbations

15. Definitions of standard regions and conurbations may be found in the appropriate Parts of the Report on the Census of Distribution and Other Services, 1961; the Report is arranged as follows:

		Net Price
Part 1	Establishment Tables (contains an Introduction)	7s. 0d.
Part 2	Area Tables Summary figures for areas (contains an Introduction including notes on coverage of the area tables; principles of classification by kinds of business; explanation of terms used; response to the census; description of the content of each kind of business heading used and an index to the towns and other areas for which figures are given in Parts 2 to 13)	4s. 6d.
Part 3	Northern Region (including Tyneside conurbation)	3s. 0d.
Part 4	East and West Ridings Region (including West Yorkshire conurbation)	3s. 6d.
Part 5	North Midland Region	3s. 0d.
Part 6	Eastern Region	3s. 0d.
Part 7	London and South Eastern Region (including Greater London conurbation)	7s. 0d.
Part 8	Southern Region	3s. 0d.
Part 9	South Western Region	3s. 0d.
Part 10	Midland Region (including West Midlands conurbation)	3s. 6d.
Part 11	North Western Region (including Merseyside and South East Lancashire conurbations)	4s. 0d.
Part 12	Wales	3s. 0d.
Part 13	Scotland (including Central Clydeside conurbation)	4s. 0d.
Part 14	Organization Tables (contains an Introduction including notes on the method of taking the census; principles of classification by kinds of business; description of the content of each kind of business heading used; notes on sampling and examination procedures; a number of Appendices including notes on reconciliation of organization and establishment figures; explanation of terms used, and reproductions of a specimen census form and Census Orders)	7s. 0d.
Supplement. Reprint of articles which have appeared in the *Board of Trade Journal*		Not yet available

Copies of the Report can be obtained through Her Majesty's Stationery Office or through any bookseller.

Table 1. Retail trade, boot and shoe repairers, and hairdressers, by standard regions, 1957 and 1961 (a) (b)

1A. Number of establishments

		Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouthshire)	Scotland	Great Britain
		Number	Number	Number	Number	Number	Number	Number	Number	Number	Number
Total retail trade	1957	33,538	52,617	41,924	186,492	35,252	53,309	88,795	31,697	53,781	577,405
	1961	34,254	52,035	44,012	179,375	38,117	52,855	91,575	31,698	53,386	577,307
Grocers and provision dealers	1957	9,769	16,160	12,497	38,476	9,808	14,990	24,739	10,594	13,519	150,552
	1961	10,234	15,545	12,550	36,283	10,677	14,999	24,941	10,256	14,063	149,548
Other food retailers	1957	7,688	11,072	8,996	42,025	7,596	11,014	18,538	5,841	11,832	124,602
	1961	8,497	11,948	9,448	40,804	8,794	11,407	19,407	6,314	12,291	128,910
Confectioners, tobacconists, newsagents	1957	4,794	6,022	4,824	26,423	4,156	5,947	11,392	4,448	9,431	77,437
	1961	3,980	5,674	4,599	23,825	3,949	5,525	10,615	3,846	8,649	70,662
Clothing and footwear shops	1957	4,794	8,599	6,906	30,882	5,245	9,774	15,000	4,814	8,434	94,448
	1961	4,687	8,320	7,570	28,877	5,349	9,202	15,561	4,837	8,023	92,426
Household goods shops	1957	*	5,250	4,397	23,777	3,982	*	10,401	2,898	5,225	65,323
	1961	3,579	5,717	5,524	26,498	4,877	6,721	12,072	3,370	4,961	73,319
Other non-food retailers	1957	2,962	5,259	4,102	23,691	4,232	5,035	8,280	2,903	4,896	61,360
	1961	2,945	4,562	4,069	21,830	4,209	4,663	8,565	2,844	5,005	58,692
General stores	1957	*	255	202	1,218	233	*	445	199	444	3,683
	1961	332	269	252	1,258	262	338	414	231	394	3,750
Service trades											
Boot and shoe repairers	1961	629	1,119	801	3,978	669	1,003	1,481	532	942	11,154
Hairdressers	1961	2,297	3,933	3,350	12,905	2,501	3,826	6,470	2,002	2,868	40,152

1B. Turnover

		Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouthshire)	Scotland	Great Britain
		£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Total retail trade	1957	464,053	608,102	513,790	2,887,742	437,560	659,194	889,922	351,556	775,234	7,587,154
	1961	528,401	683,861	596,134	3,410,249	571,376	782,882	1,076,391	399,379	870,187	8,918,860
Grocers and provision dealers	1957	139,575	186,571	153,470	665,072	121,767	178,658	253,169	115,403	217,566	2,031,251
	1961	162,348	201,410	181,464	774,391	156,561	205,751	294,839	124,826	251,183	2,352,772
Other food retailers	1957	84,924	112,757	110,209	630,736	89,671	146,599	170,626	52,764	153,539	1,551,825
	1961	94,412	125,956	120,592	703,307	119,415	177,515	209,480	68,539	165,416	1,784,633
Confectioners, tobacconists, newsagents	1957	39,104	51,666	36,819	291,602	33,195	52,746	88,244	29,725	79,895	702,996
	1961	40,614	53,699	42,509	334,766	40,455	62,743	101,847	33,267	89,723	799,622
Clothing and footwear shops	1957	62,770	91,262	75,964	427,789	66,959	104,204	137,369	54,671	125,070	1,146,057
	1961	70,061	102,444	86,629	514,829	82,968	120,388	162,491	61,557	137,763	1,339,129
Household goods shops	1957	*	70,614	58,048	323,253	47,817	*	95,132	45,278	71,888	829,721
	1961	55,743	83,432	75,759	415,559	65,997	87,321	126,621	43,341	85,336	1,039,107
Other non-food retailers	1957	25,527	42,881	39,134	237,453	34,276	47,683	60,810	26,034	49,251	563,050
	1961	32,810	49,613	40,803	285,735	47,671	52,372	75,874	30,613	58,419	673,909
General Stores	1957	*	52,351	40,146	311,835	43,876	*	84,572	27,682	78,025	762,253
	1961	72,413	67,308	48,378	381,663	58,310	76,793	105,240	37,235	82,347	929,687
Service trades											
Boot and shoe repairers	1961	1,508	1,977	1,492	9,812	1,462	2,615	3,033	982	2,554	25,436
Hairdressers	1961	4,315	7,468	7,823	40,879	7,569	8,493	10,421	3,479	6,822	97,267

1C. Persons engaged

		Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouth-shire)	Scotland	Great Britain
		Number	Number	Number	Number	Number	Number	Number	Number	Number	Number
Total retail trade	1957	154,989	209,683	170,558	922,549	155,281	214,713	319,343	118,970	263,516	2,529,602
	1961	155,202	204,465	173,419	904,270	171,933	215,455	327,156	116,989	255,195	2,524,084
Grocers and provision dealers	1957	37,547	54,021	41,501	168,510	35,378	49,230	74,526	32,975	58,186	551,874
	1961	37,927	49,785	42,711	165,879	39,822	48,953	74,988	31,378	57,680	549,123
Other food retailers	1957	30,012	37,276	34,361	182,902	30,523	42,511	60,344	18,964	58,895	495,788
	1961	29,992	38,174	34,185	176,581	34,289	44,583	64,686	20,275	54,503	497,268
Confectioners, tobacconists, newsagents	1957	16,807	22,910	18,504	113,615	12,629	22,052	37,395	12,781	28,470	285,163
	1961	14,665	19,525	17,906	93,039	13,758	19,469	33,989	11,213	27,153	250,717
Clothing and footwear shops	1957	21,329	32,746	27,206	142,503	25,042	35,712	51,660	19,635	43,365	399,198
	1961	20,729	31,779	26,507	140,105	26,346	34,731	50,783	18,614	41,261	390,855
Household goods shops	1957	*	23,724	18,387	101,623	17,119	*	34,742	12,858	25,199	272 036
	1961	15,508	24,767	21,838	110,027	20,759	24,902	39,043	12,630	26,126	295,600
Other non-food retailers	1957	11,248	19,175	16,234	95,520	15,949	19,899	27,649	11,272	20,651	237,597
	1961	11,176	16,973	14,668	91,041	17,064	17,726	28,021	10,394	20,713	227,776
General stores	1957	*	19,831	14,365	117,876	18,641	*	33,027	10,485	28,750	287,946
	1961	25,205	23,462	15,604	127,598	19,895	25,091	35,646	12,485	27,759	312,745
Service trades											
Boot and shoe repairers	1961	1,642	1,985	1,569	8,652	1,484	2,304	3,096	1,022	2,429	24,183
Hairdressers	1961	6,953	11,493	11,216	55,769	9,270	12,525	16,311	5,207	10,431	139,175

Table 2. Retail trade, boot and shoe repairers, and hairdressers, by standard regions, 1957 and 1961 (a) (b)

2A. Population and turnover as percentage of Great Britain

		Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouth-shire)	Scotland	Great Britain
		Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
Population	1957	6·4	8·3	7·0	34·5	6·1	9·2	13·0	5·2	10·3	100·0
	1961	6·4	8·2	7·1	34·4	6·6	9·3	12·9	5·1	10·1	100·0
Total retail trade	1957	6·1	8·0	6·8	38·1	5·8	8·7	11·7	4·6	10·2	100·0
	1961	5·9	7·7	6·7	38·2	6·4	8·8	12·1	4·5	9·8	100·0
Grocers and provision dealers	1957	6·9	9·2	7·6	32·7	6·0	8·8	12·5	5·7	10·7	100·0
	1961	6·9	8·6	7·7	32·9	6·7	8·7	12·5	5·3	10·7	100·0
Other food retailers	1957	5·5	7·3	7·1	40·6	5·8	9·4	11·0	3·4	9·9	100·0
	1961	5·3	7·1	6·8	39·4	6·7	9·9	11·7	3·8	9·3	100·0
Confectioners, tobacconists, newsagents	1957	5·6	7·3	5·2	41·5	4·7	7·5	12·6	4·2	11·4	100·0
	1961	5·1	6·7	5·3	41·9	5·1	7·8	12·7	4·2	11·2	100·0
Clothing and footwear shops	1957	5·5	8·0	6·6	37·3	5·8	9·1	12·0	4·8	10·9	100·0
	1961	5·2	7·7	6·5	38·4	6·2	9·0	12·1	4·6	10·3	100·0
Household goods shops	1957	*	8·5	7·0	39·0	5·8	*	11·5	5·5	8·7	100·0
	1961	5·4	8·0	7·3	40·0	6·4	8·4	12·2	4·2	8·2	100·0
Other non-food retailers	1957	4·5	7·6	7·0	42·2	6·1	8·5	10·8	4·6	8·7	100·0
	1961	4·9	7·4	6·1	42·4	7·1	7·8	11·3	4·5	8·7	100·0
General stores	1957	*	6·9	5·3	40·9	5·8	*	11·1	3·6	10·2	100·0
	1961	7·8	7·2	5·2	41·1	6·3	8·3	11·3	4·0	8·9	100·0
Service trades											
Boot and shoe repairers	1961	5·9	7·8	5·9	38·6	5·7	10·3	11·9	3·9	10·0	100·0
Hairdressers	1961	4·4	7·7	8·0	42·0	7·8	8·7	10·7	3·6	7·0	100·0

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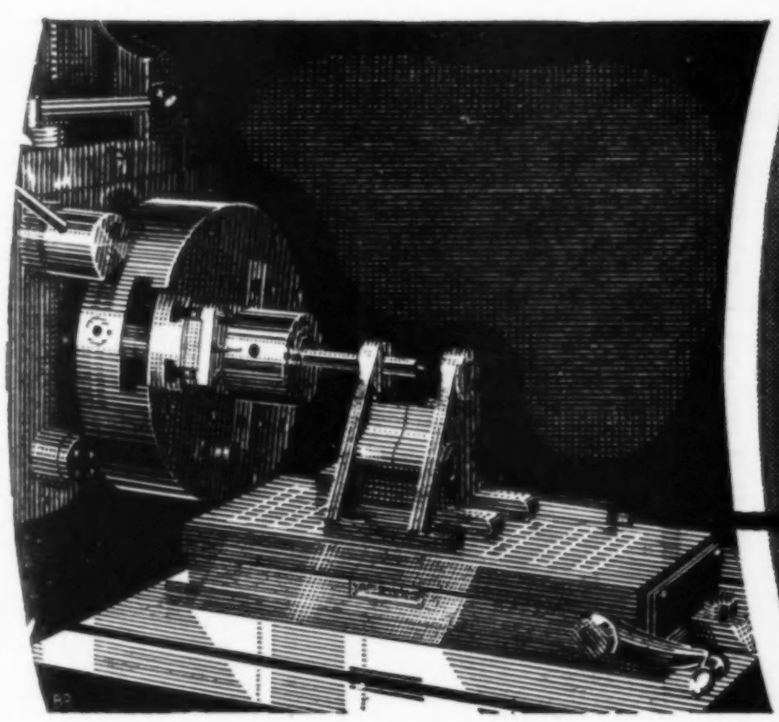

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THE REGIONAL PATTERN OF RETAILING, continued

2B. Persons engaged as percentage of Great Britain

	Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouth-shire)	Scotland	Great Britain
	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
Total retail trade 1957	6·1	8·3	6·7	36·5	6·1	8·5	12·6	4·7	10·4	100·0
1961	6·1	8·1	6·9	35·8	6·8	8·5	13·0	4·6	10·1	100·0
Grocers and provision dealers 1957	6·8	9·8	7·5	30·5	6·4	8·9	13·5	6·0	10·5	100·0
1961	6·9	9·1	7·8	30·2	7·3	8·9	13·7	5·7	10·5	100·0
Other food retailers 1957	6·1	7·5	6·9	36·9	6·2	8·6	12·2	3·8	11·9	100·0
1961	6·0	7·7	6·9	35·5	6·9	9·0	13·0	4·1	11·0	100·0
Confectioners, tobacconists, newsagents . . 1957	5·9	8·0	6·5	39·8	4·4	7·7	13·1	4·5	10·0	100·0
1961	5·8	7·8	7·1	37·1	5·5	7·8	13·6	4·5	10·8	100·0
Clothing and footwear shops 1957	5·3	8·2	6·8	35·7	6·3	8·9	12·9	4·9	10·9	100·0
1961	5·3	8·1	6·8	35·8	6·7	8·9	13·0	4·8	10·6	100·0
Household goods shops 1957	*	8·7	6·8	37·4	6·3	*	12·8	4·7	9·3	100·0
1961	5·2	8·4	7·4	37·2	7·0	8·4	13·2	4·3	8·8	100·0
Other non-food retailers 1957	4·7	8·1	6·8	40·2	6·7	8·4	11·6	4·7	8·7	100·0
1961	4·9	7·5	6·4	40·0	7·5	7·8	12·3	4·6	9·1	100·0
General stores 1957	*	6·9	5·0	40·9	6·5	*	11·5	3·6	10·0	100·0
1961	8·1	7·5	5·0	40·8	6·4	8·0	11·4	4·0	8·9	100·0
Service trades										
Boot and shoe repairers 1961	6·8	8·2	6·5	35·8	6·1	9·5	12·8	4·2	10·0	100·0
Hairdressers 1961	5·0	8·3	8·1	40·1	6·7	9·0	11·7	3·7	7·5	100·0

Table 3. Retail trade, boot and shoe repairers, and hairdressers, by standard regions, 1957 and 1961 (a) (b)

3A. Population per establishment

	Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouth-shire)	Scotland	Great Britain
	Number	Number	Number	Number	Number	Number	Number	Number	Number	Number
Total retail trade 1957	94	78	83	92	86	85	73	82	95	86
1961	95	80	82	98	88	90	72	83	97	88
Grocers and provision dealers 1957	323	254	278	444	308	303	261	245	377	329
1961	316	268	289	483	313	317	263	256	367	341
Other food retailers 1957	411	371	387	406	398	413	348	444	430	397
1961	381	349	384	430	381	417	338	415	419	396
Confectioners, tobacconists, newsagents . . 1957	659	682	721	646	727	764	566	583	540	639
1961	814	734	788	736	849	861	618	681	596	722
Clothing and footwear shops 1957	659	478	504	553	576	465	430	539	604	524
1961	691	501	479	607	626	517	422	542	643	552
Household goods shops 1957	*	783	791	718	758	*	620	895	975	758
1961	905	729	656	661	687	708	544	778	1,039	696
Other non-food retailers 1957	1,066	782	848	720	714	903	779	894	1,040	807
1961	1,100	913	891	803	796	1,021	766	922	1,030	869
General stores 1957	*	16,118	17,218	14,013	12,961	*	14,499	13,040	11,471	13,445
1961	9,756	15,487	14,385	13,933	12,790	14,080	15,855	11,346	13,084	13,602
Service trades										
Boot and shoe repairers 1961	5,149	3,723	4,526	4,406	5,009	4,745	4,432	4,927	5,472	4,573
Hairdressers 1961	1,410	1,059	1,082	1,358	1,340	1,244	1,015	1,309	1,797	1,270

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3B. Turnover per head of population

		Northern	East and West Ridings	North Midland	London and South East, Southern, Eastern (c)	South Western (c)	Midland	North Western	Wales (including Monmouthshire)	Scotland	Great Britain
		£	£	£	£	£	£	£	£	£	£
Total retail trade	1957	146·9	148·0	147·7	169·2	144·9	145·0	137·9	135·5	152·2	153·2
	1961	163·1	164·2	164·5	194·6	170·5	164·5	164·0	152·4	168·8	174·9
Grocers and provision dealers	1957	44·2	45·4	44·1	39·0	40·3	39·3	39·2	44·5	42·7	41·0
	1961	50·1	48·3	50·1	44·2	46·7	43·2	44·9	47·6	48·7	46·1
Other food retailers	1957	26·9	27·4	31·7	37·0	29·7	32·3	26·4	20·3	30·1	31·3
	1961	29·1	30·2	33·3	40·1	35·6	37·3	31·9	26·1	32·1	35·0
Confectioners, tobacconists, newsagents	1957	12·4	12·6	10·6	17·1	11·0	11·6	13·7	11·5	15·7	14·2
	1961	12·5	12·9	11·7	19·1	12·1	13·2	15·5	12·7	17·4	15·7
Clothing and footwear shops	1957	19·9	22·2	21·8	25·1	22·2	22·9	21·3	21·1	24·6	23·1
	1961	21·6	24·6	23·9	29·4	24·8	25·3	24·8	23·5	26·7	26·3
Household goods shops	1957	*	17·2	16·7	18·9	15·8	*	14·7	17·4	14·1	16·8
	1961	17·2	20·0	20·9	23·7	19·7	18·3	19·3	16·5	16·6	20·4
Other non-food retailers	1957	8·1	10·4	11·3	13·9	11·3	10·5	9·4	10·0	9·7	11·4
	1961	10·1	11·9	11·3	16·3	14·2	11·0	11·6	11·7	11·3	13·2
General stores	1957	*	12·7	11·5	18·3	14·5	*	13·1	10·7	15·3	15·4
	1961	22·4	16·2	13·3	21·8	17·4	16·1	16·0	14·2	16·0	18·2
Service trades											
Boot and shoe repairers	1961	0·5	0·5	0·4	0·6	0·4	0·5	0·5	0·4	0·5	0·5
Hairdressers	1961	1·3	1·8	2·2	2·3	2·3	1·8	1·6	1·3	1·3	1·9

Table 4. Retail trade, boot and shoe repairers, and hairdressers, by standard regions, 1957 and 1961 (a) (b)

Turnover per person engaged (d)

		Northern		East and West Ridings		North Midland		London and South East, Southern, Eastern (c)		South Western (c)		Midland		North Western		Wales (including Monmouthsnire)		Scotland		Great Britain	
		Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	As ratio of Great Britain	Turnover per person engaged	
		£		£		£		£		£		£		£		£		£		£	
Total retail trade	1957	2,994	99·8	2,900	96·7	3,012	100·4	3,130	104·4	2,818	94·0	3,070	102·4	2,787	92.9	2,955	98·5	2,942	98·1	2,999	100·0
	1961	3,405	96·3	3,345	94·7	3,438	97·3	3,771	106·7	3,323	94·0	3,634	102·8	3,290	93·1	3,414	96·6	3,410	96·5	3,534	100·0
Grocers and provisions dealers	1957	3,717	101·0	3,454	93·8	3,698	100·5	3,947	107·2	3,442	93·5	3,629	98·6	3,397	92·3	3,500	95·1	3,739	101·6	3,681	100·0
	1961	4,281	99·9	4,046	94·4	4,249	99·2	4,668	108·9	3,932	91·8	4,203	98·1	3,932	91·8	3,978	92·8	4,355	101·6	4,285	100·0
Other food retailers	1957	2,830	90·4	3,025	96·6	3,207	102·5	3,448	110·2	2,938	93·9	3,448	110·2	2,828	90·4	2,782	88·9	2,607	83·3	3,130	100·0
	1961	3,148	87·7	3,300	91·9	3,528	98·3	3,983	111·0	3,483	97·0	3,982	111·0	3,238	90·2	3,380	94·2	3,035	84·6	3,589	100·0
Confectioners, tobacconists, newsagents	1957	2,327	94·4	2,255	91·5	1,990	80·7	2,567	104·1	2,628	106·6	2,392	97·0	2,360	95·7	2,326	94·4	2,806	113·8	2,465	100·0
	1961	2,769	86·8	2,750	86·2	2,374	74·4	3,598	112·8	2,940	92·2	3,223	101·1	2,996	93·9	2,967	93·0	3,304	103·6	3,189	100·0
Clothing and footwear shops	1957	2,943	102·5	2,787	97·1	2,792	97·2	3,002	104·6	2,674	93·1	2,918	101·6	2,659	92·6	2,784	97·0	2,884	100·5	2,871	100·0
	1961	3,380	98·7	3,224	94·1	3,268	95·4	3,675	107·3	3,149	91·9	3,466	101·2	3,200	93·4	3,307	96·5	3,339	97·5	3,426	100·0
Household goods shops	1957	3,272	107·3	2,976	97·6	3,157	103·5	3,181	104·3	2,793	91·6	2,944	96·5	2,738	89·8	3,521	115·4	2,853	93·5	3,050	100·0
	1961	3,594	102·2	3,369	95·8	3,469	98·7	3,777	107·5	3,179	90·4	3,507	99·8	3,243	92·3	3,432	97·6	3,266	92·9	3,515	100·0
Other non-food retailers	1957	2,269	95·7	2,236	94·3	2,411	101·7	2,486	104·9	2,149	90·7	2,396	101·1	2,199	92·8	2,310	97·5	2,385	100·6	2,370	100·0
	1961	2,936	99·2	2,923	98·8	2,782	94·0	3,139	106·1	2,794	94·4	2,955	99·9	2,708	91·5	2,945	99·5	2,820	95·3	2,959	100·0
General stores	1957	2,753	104·0	2,640	99·7	2,795	105·6	2,645	99·9	2,354	88·9	2,751	103·9	2,561	96·8	2,640	99·7	2,714	102·5	2,647	100·0
	1961	2,873	96·6	2,869	96·5	3,100	104·3	2,991	100·6	2,931	98·6	3,061	103·0	2,952	99·3	2,982	100·3	2,966	99·8	2,973	100·0
Service trades																					
Boot and shoe repairers	1961	918	87·3	996	94·7	951	90·4	1,134	107·8	985	93·6	1,135	107·9	980	93·2	961	91·3	1,051	99·9	1,052	100·0
Hairdressers	1961	621	88·8	650	93·0	697	99·7	733	104·9	817	116·9	678	97·0	639	91·4	668	95·6	654	93·6	699	100·0

(*Continued on next page*)

Economic Trends

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THE REGIONAL PATTERN OF RETAILING, continued

Table 5. Electricity and Gas Showrooms, 1957 and 1961

	1957		1961	
	Establishments	Turnover	Establishments	Turnover
	Number	£'000	Number	£'000
Electricity showrooms . .	1,257	32,765	1,333	55,029
Gas showrooms . . .	1,363	29,727	1,458	49,145

Footnotes to Tables 1-5.

(a) Excludes Electricity and Gas showrooms, which are shown separately in Table 5.

(b) Includes estimates for non-response.

(c) In 1957 the whole of the county of Dorset formed part of the Southern region. It has not been possible to adjust the 1957 figures to take account of the subsequent transfer of Dorset (excluding Poole) to the South-western region.

(d) No special allowance is made for part-timers, who are counted as equal to full-timers.
* Withheld to avoid disclosure by comparison with figures issued previously for 1957.

Analyses of retail establishments by commercial television areas

IN RESPONSE to special requests, the Board of Trade Census Office is preparing an analysis of the 1961 census of distribution figures of retail establishments by commercial television areas. This information will be provided at a fee, the total cost of these special tabulations being shared among the customers for them. Any other organization interested in this analysis is invited to apply to the Chief Statistician, Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex. Like other special analyses, the information will be made available for the private use only of the organizations to which it is supplied, and may not be passed on or published without the permission of the Board.

The information now being prepared will provide for each of the 11 commercial television areas, numbers of establishments, value of turnover, and number of persons engaged, for each of the 23 'intermediate' kind of business headings used in the census, analyzed between establishments belonging to co-operative societies, multiple retailers and independents. More detailed figures, for about 50 kinds of business, are also to be prepared. At a later date, figures will be prepared for the number of establishments in each television area selling each of 61 specified commodities (those shown in Table 9 of Part 1 of the Report on the Census of Distribution and Other Services, 1961).

The figures for commercial television areas will relate only to 'returns received', no estimates of non-response being available by television area. Exceptionally, however, the table below, giving total retail trade in each area, includes an estimate for non-respondents, based on the estimates of non-response prepared for each standard region. It has been assumed, for the purposes of this table, that in each television area the proportion of establishments and total turnover attributable to non-respondents is the same as in the closest standard region (in the case of Scotland, the non-response proportions for the whole country have been assumed to be the same in each of the three television areas).

The definitions for the television areas are based on those drawn by Television Audience Measurement Ltd. (TAM), with whose permission they have been used. The TAM definitions often cut through individual towns or rural districts, and in these cases the town or rural district has been allocated as a whole to a television area. Different television areas overlap each other at several points, and in the analyses being prepared an 'overlap' area is included in each television area to which it is appropriate, and the numbers and turnover of many establishments are therefore duplicated. In the table below, for example, the addition of all the establishment figures listed would come to more than the total number of establishments in the country. Out of the total of 577,000 retail establishments in 1961, with turnover of £8,919 million, less than 3,000, with turnover under £30 million, were outside commercial television areas.

Analyses of retail establishments by commercial television areas, 1961 (a)

Television Area	Establishments	Turnover
	Number	£ million
London	136,200	2,716·0
Midland	91,700	1,329·2
Northern	177,800	2,214·6
Wales and the West	52,000	716·8
Southern	44,500	729·3
North-east	27,800	449·0
East Anglian	24,300	362·5
South-west	18,400	264·4
Border	7,400	95·3
Central Scotland	41,900	713·1
North-east Scotland	10,700	160·2

(a) Including estimates for non-response.

INDUSTRIAL FILM CATALOGUE

A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

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Index of industrial production for February

THE PROVISIONAL INDEX of production for February, 1965, prepared by the Central Statistical Office, is 132 (seasonally adjusted). The index for February was one point below the high level reached in January, but too much significance should not be attached to this fall: the month to month movements of the index are influenced by random fluctuations and the February figure follows a period of very rapid increase.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
1964 (prov.)	128·0	95	129·2	118	112	129	151	135	153	127	137	75	124	121
Unadjusted:														
1963 3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	127	123
2nd quarter	130	98	133	121	113	136	155	134	157	132	139	75	135	126
3rd quarter	120	84	121	117	109	131	146	133	148	117	128	73	108	109
4th quarter (prov.)	133	99	135	123	116	136	154	141	156	133	147	75	126	125
1964 Dec. (prov.)	129	95	129	118	110	132	147	139	149	133	151	76	121	115
1965 Jan. (prov.)	132	91	132	110	110	111	154	137	156	132	141	76	129	133
Feb. (prov.)	137	102	138	118	112	128	159	138	163	139	149	75	136	
Seasonally adjusted:														
1963 3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	127	97	128	116	110	127	148	133	151	126	135	76	125	121
2nd quarter	127	96	128	116	111	125	150	133	153	127	136	75	124	122
3rd quarter	127	94	128	120	112	134	152	135	154	125	135	74	120	117
4th quarter (prov.)	131	95	132	121	114	133	153	140	156	131	141	75	128	122
1964 Sept.	127	94	128	121	112	138	153	139	155	125	136	74	119	117
Oct. (prov.)	129	94	130	119	113	130	152	138	155	130	139	74	127	120
Nov. (prov.)	131	95	132	121	114	133	154	145	155	130	140	75	128	123
Dec. (prov.)	132	97	133	122	114	136	154	136	157	133	145	75	128	122
1965 Jan. (prov.)	133	97	135	122	115	134	155	141	157	135	149	75	126	130
Feb. (prov.)	132	96	134	122	113	137	153	136	156	134	146	74	126	
Sept.-Nov. (av.) (prov.)	129	94	130	120	113	134	153	141	155	128	138	74	125	117*
Dec.-Feb. (av.) (prov.)	132	97	134	122	114	136	154	138	157	134	147	75	127	125*

	Manufacturing industries (continued): Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964 (prov.)	128	127	131	118	116	102	126	148	154	139	128	139	137	135	137
Unadjusted:															
1963 3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	130	162
2nd quarter	133	133	136	118	116	105	123	151	160	137	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	136	126	127	130	136	110
4th quarter (prov.)	134	133	136	124	124	105	128	155	159	149	137	144	144	137	154
1964 Dec. (prov.)	124	122	132	110	112	103	107	146	149	141	125	130	137		169
1965 Jan. (prov.)	140	141	137	116	117	108	116	147	152	140	122	150			175
Feb. (prov.)	145	145	146	127	124	110	135	150	156	142	127	146			175
Seasonally adjusted:															
1963 3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	123	132	119	117	103	126	144	150	135	131	140	135	133	137
2nd quarter	129	128	132	118	114	101	127	145	153	133	125	137	134	135	136
3rd quarter	125	124	130	118	116	100	124	151	156	145	124	139	136	136	133
4th quarter (prov.)	132	131	133	119	116	101	127	153	159	145	130	139	141	137	141
1964 Sept.	121	120	126	116	115	101	120	152	158	142	125	140	135		133
Oct. (prov.)	131	133	125	120	117	100	129	152	156	147	123	139	137		142
Nov. (prov.)	132	132	135	118	117	99	125	152	160	139	130	139	143		139
Dec. (prov.)	132	130	138	118	115	104	127	156	160	151	136	138	144		141
1965 Jan. (prov.)	138	138	136	120	117	105	127	152	158	142	136	144			143
Feb. (prov.)	138	138	139	120	119	104	122	150	156	140	134	140			148
Sept.-Nov. (av.) (prov.)	128	128	129	118	116	100	125	152	158	143	126	139			138
Dec.-Feb. (av.) (prov.)	136	135	138	119	117	104	125	153	158	144	135	141			144

* Latest available three months (November-January) and previous three months (August-October.)

United Kingdom's trade by air continued growth

THE FIGURES for trade by air for 1964 (Table 1) show a further increase compared with 1963; imports by air rose by £63.3 million (25 per cent), United Kingdom exports by £25.1 million (10 per cent) and re-exports by £0.8 million (2 per cent). Total air trade rose by 16 per cent, compared with a rise of 10 per cent for trade by all forms of transport.

The divisions in which the largest proportion of goods are carried by air are for exports, professional and scientific instruments, etc. (35 per cent), clothing (33 per cent), leather (23 per cent), and pharmaceuticals (20 per cent), and for imports, professional and scientific instruments (45 per cent), electrical machinery and parts (43 per cent), and pharmaceuticals (35 per cent).

Tables 5 and 6 show that a major part of trade by air is with Western Europe; the United States, France and West Germany are the most important countries for trade by this form of transport.

Statistical note:

Complete aircraft flown out under their own power are included in the totals of all United Kingdom trade, but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total	By air		Total	By air		Total	By air	
	£m c.i.f.	£m. c.i.f.	Per cent. of Total Imports	£m. f.o.b.	£m. f.o.b.	Per cent of Total UK Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
1959	3,983·4	137·4	3·4	3,330·1	142·9	4·3	130·9	24·5	18·7
1960	4,540·7	176·1	3·9	3,554·8	177·7	5·0	141·2	29·0	20·5
1961	4,395·1	202·9	4·6	3,681·5	219·7	6·0	158·6	30·1	19·0
1962	4,487·2	226·5	5·0	3,791·1	235·0	6·2	157·6	41·1	26·1
1963	4,812·7	253·4	5·3	4,081·2	263·2	6·4	153·8	45·6	29·6
1964	5,513·5	316·7	5·7	4,254·1	288·3	6·8	153·5	46·4	30·2

Table 2. Commodity composition of United Kingdom exports

Selected divisions	1963			1964		
	Total UK Exports	UK Exports by air		Total UK Exports	UK Exports by air	
	£m. f.o.b.	£m. f.o.b.	Per cent of Total UK Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total UK Exports
00. *Live animals (excluding zoo animals, dogs and cats)	21·0	5·4	26	32·4	5·7	18
21. Hides, skins and fur skins, undressed	4·3	0·5	11	5·2	0·5	10
51. Chemical elements and compounds	92·9	2·6	3	103·5	3·0	3
54. Medicinal and pharmaceutical products	53·9	10·0	19	59·2	12·1	20
61. Leather and leather manufactures and dressed fur skins	28·0	7·0	25	29·5	6·9	23
62. Rubber manufactures	49·3	1·0	2	48·5	1·2	2
65. Textile yarns, fabrics, made-up articles	254·1	12·4	5	275·4	13·9	5
68. Non-ferrous metals	124·3	17·1	14	138·4	17·1	12
69. Manufactures of metal	132·8	3·9	3	144·0	5·5	4
71. Machinery other than electric	859·5	57·2	7	858·1	56·0	7
72. Electrical machinery, apparatus and appliances	318·1	32·4	10	315·0	34·2	11
Ex 73. Railway vehicles, road vehicles and parts, aircraft parts, ships and boats	609·9	25·2	4	638·3	26·7	4
84. Clothing	39·6	12·1	31	43·8	14·5	33
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	75·3	22·6	30	88·7	31·2	35
89. Miscellaneous manufactured articles	129·7	26·5	20	142·6	27·8	19
All other goods	1,288·7	27·4	2	1,331·6	32·2	2
Total	4,081·2	263·2	6	4,254·1	288·3	7

* Figures shown under this heading include horses exported temporarily for racing, breeding or other purposes.

Table 3. Commodity composition of imports

Selected divisions	1963			1964		
	Total imports	Imports by air		Total imports	Imports by air	
	£m c.i.f.	£m. c.i.f.	Per cent of total imports	£m. c.i.f.	£m. c.i.f.	Per cent of total imports
00. *Live animals (excluding zoo animals, dogs and cats)	50·5	4·6	9	58·5	5·2	9
21. Hides, skins and fur skins, undressed	58·8	16·7	28	57·3	15·2	27
28. Metaliferous ores and metal scrap	143·9	4·7	3	185·1	7·7	4
51. Chemical elements and compounds	78·9	5·8	7	99·7	6·8	7
54. Medicinal and pharmaceutical products	6·3	2·3	37	7·1	2·5	35
61. Leather, leather manufactures and dressed fur skins	26·7	3·2	12	29·5	4·2	14
65. Textile yarns, fabrics, made-up articles	144·7	19·7	14	177·0	20·4	12
68. Non-ferrous metals	234·4	3·7	2	328·5	6·5	2
69. Manufactures of metal	31·5	3·5	11	39·4	5·5	14
71. Machinery other than electric	253·6	49·9	20	336·5	70·6	21
72. Electrical machinery, apparatus and appliances	92·7	37·3	40	118·0	50·8	43
Ex 73. Railway vehicles, road vehicles and parts, aircraft parts, ships and boats	55·2	11·7	21	87·7	13·8	16
84. Clothing	64·7	18·0	28	73·3	19·7	27
85. Footwear	19·6	4·7	24	23·6	4·4	19
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	54·0	24·2	45	66·2	29·9	45
89. Miscellaneous manufactured articles	91·9	27·9	30	111·6	34·3	31
All other goods	3,405·4	15·4	0·5	3,714·4	19·1	0·5
Total	4,812·7	253·4	5	5,513·5	316·7	6

*Figures shown under this heading include horses imported temporarily for racing, breeding or other purposes.

Table 4. Commodity composition of re-exports

Selected divisions	1963			1964		
	Total re-exports	Re-exports by air		Total re-exports	Re-exports by air	
	£m. f.o.b.	£m. f.o.b.	Per cent of total re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of total re-exports
21. Hides, skins and furskins undressed	31·5	14·2	45	26·2	13·5	51
61. Leather, leather manufactures and dressed fur skins	3·5	1·8	51	2·8	1·3	48
68. Non-ferrous metals	12·0	2·4	20	12·3	1·2	10
71. Machinery other than electric	18·6	11·3	61	23·0	13·3	58
72. Electrical machinery, apparatus and appliances	8·1	4·8	59	8·4	5·6	67
Ex 73. Railway vehicles, road vehicles and parts, aircraft parts, ships and boats	4·0	2·5	62	3·7	2·3	62
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	3·2	2·3	71	3·3	2·3	69
89. Miscellanoues manufactured articles	7·0	5·0	71	8·0	5·2	65
All other goods	65·7	1·5	2	65·8	1·7	3
Total	153·8	45·6	30	153·5	46·4	30

Table 5. Imports from and United Kingdom exports and re-exports to selected countries

	Imports						UK Exports						Re-exports					
	1963			1964			1963			1964			1963			1964		
	Total imports	Imports by air		Total imports	Imports by air		Total UK exports	UK exports by air		Total UK exports	UK exports by air		Total re-exports	Re-exports by air		Total re-exports	Re-exports by air	
	£m. c.i.f.	£m. c.i.f.	Per cent of total imports	£m. c.i.f.	£m. c.i.f.	Per cent of total imports	£m. f.o.b.	£m. f.o.b.	Per cent of total UK exports	£m. f.o.b.	£m. f.o.b.	Per cent of total UK exports	£m. f.o.b.	£m. f.o.b.	Per cent of total re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of total re-exports
West Germany	208·3	23·3	11·2	265·9	31·7	11·9	213·1	25·3	11·9	219·1	27·7	12·7	27·2	8·6	31·7	27·0	8·8	32·6
Netherlands	208·7	11·7	5·6	235·6	13·8	5·9	167·7	16·0	9·6	192·3	18·4	9·6	7·7	1·3	17·4	7·6	1·2	15·5
Belgium	87·0	7·3	8·4	95·6	8·5	8·9	99·8	8·1	8·1	113·5	10·4	9·2	6·1	1·0	17·0	4·3	0·9	21·7
France	153·5	29·8	19·4	184·3	34·8	18·9	180·7	36·4	20·1	184·9	41·2	22·3	13·7	7·4	54·1	15·4	7·1	45·8
Italy	109·9	14·7	13·4	132·2	16·1	12·2	163·7	14·5	8·9	129·6	15·8	12·2	11·6	4·2	36·3	10·3	3·7	35·3
Sweden	163·1	4·5	2·7	208·8	6·2	3·0	169·0	8·6	5·1	198·0	10·0	5·0	4·5	0·6	12·3	5·9	0·7	12·6
Denmark	164·7	2·8	1·7	186·6	4·0	2·1	105·1	3·0	2·8	118·8	4·2	3·5	2·0	0·3	16·8	2·2	0·3	12·6
Switzerland	61·2	17·7	29·0	73·5	23·5	32·0	72·0	8·9	12·4	82·2	10·1	12·2	5·0	2·1	41·7	4·7	1·5	31·8
Irish Republic	151·8	9·2	6·1	171·1	10·7	6·3	149·0	12·5	8·4	164·5	11·2	6·8	7·7	0·7	8·7	9·3	0·8	9·0
United States of America	498·4	68·4	13·7	639·9	97·8	15·3	340·3	45·2	13·3	356·0	45·1	12·7	20·1	9·4	46·8	22·8	11·2	49·3
Canada	368·5	8·5	2·3	452·4	11·5	2·5	172·6	14·9	8·6	186·9	17·7	9·5	6·9	2·4	35·5	5·9	2·0	33·4
India	140·7	2·6	1·8	140·9	2·8	2·0	136·6	3·2	2·4	126·7	4·0	3·1	1·3	0·7	51·9	1·5	0·7	42·4
Australia	206·1	3·9	1·9	250·5	2·7	1·1	235·8	4·3	1·8	255·5	6·0	2·3	2·1	0·4	17·2	1·9	0·3	17·8
Republic of South Africa	115·0	6·0	5·2	126·4	8·8	6·9	195·6	3·7	1·9	222·0	4·1	1·9	2·2	0·2	8·8	2·7	0·2	8·9
Japan	52·7	2·5	4·7	73·3	2·8	3·9	49·6	5·4	10·9	56·4	6·2	10·9	1·6	0·8	46·0	1·9	0·4	21·1
Total of above Countries	2,689·7	212·9	7·9	3,237·0	275·9	8·5	2,450·7	210·0	8·6	2,606·4	231·8	8·9	119·9	40·2	33·5	123·5	39·8	32·2
All other Countries	2,123·0	40·5	1·9	2,276·5	40·8	1·8	1,630·6	53·2	3·3	1,647·7	56·4	3·4	33·9	5·4	16·0	29·9	6·5	21·9
Grand Total	4,812·7	253·4	5·3	5,513.5·	316·7	5·7	4,081·2	263·2	6·4	4,254·1	288·3	6·8	153·8	45·6	29·6	153·5*	46·4	30·2

Table 6. Imports from and United Kingdom exports and re-exports to various areas

	Imports by air		UK exports by air		Re-exports by air	
	1963	1964	1963	1964	1963	1964
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	35·8	39·3	43·4	46·1	3·1	3·3
North America	77·0	109·3	60·3	63·1	11·9	13·2
Latin America	3·2	3·7	5·9	5·3	0·3	1·0
Western Europe	121·2	148·2	133·6	152·5	27·4	26·0
Middle East (except Sterling Middle East Countries)	7·5	5·9	9·9	9·1	1·5	26·0
Soviet Union and Eastern Europe	4·8	5·9	2·5	3·8	0·1	0·2
Rest of World	3·9	4·3	7·7	8·4	1·2	0·9
Total	253·4	316·7	263·2	288·3	45·6	46·4

Insurance accounts and statements

LIFE and other Long-term Insurance Business – Accounts and Statements deposited during 1963, the publication of which was referred to in the article on Insurance Industry Statistics in the *Board of Trade Journal* of February 26 will be available from April 15. It will be in two volumes which are not sold separately. Copies may be obtained from HM Stationery Office, Kingsway, London, W.C.2, price 19 guineas.

Business Monitor: Production Series

The following titles and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HM Stationery Office, P.O. Box 569, London, S.E.1.

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OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Orders, deliveries, production and exports in the engineering industries

THE FIRST ESTIMATES for February indicate that new orders in the industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were received at about the same rate as a year earlier. In the light of the more complete information now available the first estimates for new orders in January published a month ago have been revised downwards on balance. Making comparisons over three months because of the irregularities in the new orders series, net new orders in the three months ending February were 6 per cent higher than in the corresponding period a year earlier for both the home and export market.

Total deliveries in February are provisionally put at 4 per cent higher than in February last year with increases of 5 per cent and 2 per cent respectively in deliveries to the home and export markets. Orders on hand for both home and export at the end of February remained about a fifth higher than at the same time last year.

It is provisionally estimated that production in February in the mechanical and electrical goods industries (S.I.C. Order VI) was 7 per cent higher than in February 1964. Mechanical engineering production in the fourth quarter of 1964 was 11 per cent higher than in the same period of 1963, giving an overall increase of 10 per cent for the year 1964 on 1963. Production in electrical engineering rose by 7 per cent between the last quarters of 1963 and 1964 and by 8 per cent between the years 1963 and 1964.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1964	161	152	136	168	151	136	158	153	136
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter	148	160	138	148	151	138	148	163	138
3rd quarter	154	141	126	158	148	123	153	138	127
4th quarter	161	159	144	168	169	144	158	156	144
1963 October	132	144	131	139	154	136	130	140	130
November	133	143	136	140	151	139	130	141	135
December	135	147	133	144	173	142	131	137	130
1964 January	136	131	125	142	113	130	133	138	124
February	137	149	138	142	145	143	135	150	137
1964 October	156	155	139	160	156	140	155	155	139
November	161	178	146	169	218	145	157	164	146
December	161	147	147	168	136	147	158	151	147
1965 January*	163	158	137	172	175	138	160	151	136
February*	164	150	144	173	148	146	161	150	143

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1964	137	133	144	105	162	165	161	1964
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	139	135	146	111	151	147	153	2nd quarter
3rd quarter	128	125	134	93	157	158	157	3rd quarter
4th quarter	147	142	156	105	162	165	161	4th quarter
1963 October	130	124	140		137	142	136	1963 October
November	138	131	151		138	142	136	November
December	134	128	145		139	145	137	December
1964 January	128	123	137		140	144	139	1964 January
February	138	135	145		141	144	140	February
1964 October	142	136	152		159	161	159	1964 October
November	148	143	157		163	167	161	November
December	151	147	159		162	165	161	December
1965 January	141*	..	..		165*	168*	163*	1965 January
February	149*	..	..		165*	168*	164*	February

*Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday April 23, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 25 *Frontiers of Medicine*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30254	9	April 20
Lord Jim	Columbia Pictures Corporation Ltd.	Columbia (British) Productions Ltd. and Keep Films Ltd.	Br/E 30255	154	April 21
One Hundred and Forty Days Under the World	Rank Film Distributors Ltd.	New Zealand National Film Unit	Br/E 30264	29	April 22
Pathe Pic Series 534/546:					
Pathe Pic No. 541	Warner Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 30271	8	April 23
Pathe Pic No. 542	,, ,,	,, ,,	Br/E 30272	8	April 23
Movietone News 1871A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29924	7	April 23
Movietone News 1872	,, ,,	,, ,,	Br/E 29925	7	April 23
Pathe News 65-31	Warner Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29975	8	April 23
Pathe News 65-32	,, ,,	,, ,,	Br/E 29976	8	April 23
Pathe News 65-33	,, ,,	,, ,,	Br/E 29977	7	April 23
		FOREIGN			
Dear Heart	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 30252	96	April 20
My Blood Runs Cold	,, ,,	,, ,,	F 30253	94	April 20
Strip Tease	Hillcrest Productions Ltd.	Lambor-Films Paris, and Variety Films, Rome	F 30256	91	April 21
The Hanged Man	Rank Film Distributors Ltd.	Universal International Films Inc.	F 30257	87	April 21
Mammals (Ssaki)	Bargate Films Ltd.	Film Polski, Warsaw	F 30258	10	April 22
Hungarian Rhapsody (Magyar Rapszodia)	,, ,,	Hungarofilm, Budapest	F 30259	14	April 22
The Americanization of Emily	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Inc.	F 30260	104	April 22
To Trap a Spy	,, ,,	Arena Productions Inc.	F 30261	89	April 22
Hush . . . Hush Sweet Charlotte	Twentieth Century-Fox Film Co. Ltd.	An Associates and Aldrich Co., Production	F 30262	132	April 22
War of the Zombies	Panton Film Distributors Ltd.	Galatea S.P.A., Rome	F 30263	105	April 22
Freight Fright	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.	F 30365	6	April 23
Welcome Mischa Mouse	,, ,,	,,	F 30266	6	April 23
National Spoof Day	,, ,,	,,	F 30267	6	April 23
Deputy Dawg's Nephew	,, ,,	,,	F 30268	6	April 23
Salzburg Sight and Sound	Twentieth Century-Fox Film Co. Ltd.	Visual Projects Films Ltd.	F 30269	13	April 23
Noise Annoy's	,, ,,	Terrytoons Inc.	F 30270	6	April 23

Amendment to the Register
The playing time of the film "With Fire and Sword" (F 30172) registered on March 10, 1965, has been amended to 96 minutes, and the particulars have been corrected to include the additional maker: Comptoir Francais du Film Production, Paris, France.

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Digest of Scottish statistics

THE 25TH ISSUE of the 'Digest of Scottish Statistics' prepared by the Scottish Statistical Office was published recently by HM Stationery Office, price 5s. The industrial activity section contains the Index of Industrial Production in Scotland, which for the year 1964 was 124 (1958=100), 7.8 per cent higher than 1963.

The major contributions to the rise from 1963 came from six industry groups: food, drink and tobacco (up 9.9 per cent); engineering and electrical goods (9.5 per cent); metal manufacture (21.9 per cent); construction (9.5 per cent); vehicles (16.4 per cent); and gas, electricity and water (5.2 per cent). The recovery in metal manufacture from the low levels of recent years, which began in the latter half of 1963, was continued, and output during the year was one point higher than the pre-recession 1960 level. In the vehicles group the output in each of the first three quarters of 1964 was markedly higher than a year earlier, but the short-time working in the fourth resulted in an output only equalling that of the last quarter of 1963.

The output of mining and quarrying fell by 3½ per cent, but productivity increased in coal-mining; while production of deep-mined coal fell by 5.9 per cent; output per man-shift rose by nearly 5 per cent.

Much of the other detail published in the industrial activity section of the Digest is provided by the Board of Trade. Notable among these are the deliveries of the engineering and electrical goods group in Scotland; the current value figures published add to over £338 million for 1964, £37 million or 12.4 per cent more than 1963, with some 30 per cent of the total going for export.

The transport section shows that passengers handled at Scottish Airports (over 2.3 million) have more than doubled in the past five years, and that cars licensed have risen by nearly 68 per cent in the same period.

New companies registered

BELOW ARE details of new companies registered in Great Britain during March, 1965, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	2	3,054	3,056
£1,000 and under £10,000	—	1,338	1,338
£10,000 and under £50,000	2	273	275
£50,000 and under £100,000	—	23	23
£100,000 and under £1,000,000	1	25	26
£1,000,000 and above	—	3	3
Total number	5	4,716	4,721
Total amount of Nominal Capital	'000's £526	'000's £17,192	'000's £17,718

Companies Registered in Great Britain in 1964-1965

	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,721	17,718
April	4,636	10,757	—	—
May	3,994	9,905	—	—
June	3,819	11,746	—	—
July	3,495	15,857	—	—
August	3,518	10,370	—	—
September	3,739	11,366	—	—
October	4,121	11,415	—	—
November	4,014	8,722	—	—
December	3,778	12,127	—	—
Total	47,817	158,512	—	—

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Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195

Orders in the textile and clothing industries

THE ESTIMATED VOLUME of orders-on-hand in the grouped textile and clothing industries at the end of February 1965 was 1 per cent less than at the end of January. Deliveries were 3 per cent less than in February 1964 and net new orders received 12 per cent less.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964*	125	100	98
1963 1st quarter	100	95	94
2nd quarter	105	96	93
3rd quarter	100	89	93
4th quarter	117	118	102
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter*	125	113	102
1963 December	117	84	90
1964 January	119	98	94
February	121	111	105
1964 December*	125	82	88
1965 January*	123	89	94
February*	122	98	101

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

Output of the wool textile industry

THE VOLUME OF PRODUCTION in the wool textile industry in February was 4 per cent less than in February 1964.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 3 and 2 per cent less respectively than in February 1964; the rate of production of tops was 18 per cent less.

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets)(c) Woollen	Woven fabrics (excluding blankets)(c) Worsted	Blankets (b)
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·7	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1963 December	33·9	21·8	..	18·3	13·3	11·7	3·1
1964 January	42·2	27·8	..	22·5	15·6	13·8	3·6
February	38·5	25·4	..	19·7	13·6	12·8	2·6
1964 December	31·2	18·6	..	18·5	13·5	12·4	3·1
1965 January	32·6	19·5	27·5	19·0	13·7	12·9	2·9
February	33·5	20·7	27·0	19·1	13·0	12·7	2·7

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE VOLUME OF PRODUCTION in the cotton industry in February was 3 per cent more than in February 1964.

Statistics issued by the Cotton Board show that in the two months January and February the amount of cloth woven was 4 per cent more than in the same months of 1964; production of single yarn was 4 per cent more and doubled yarn 7 per cent more.

(All figures are weekly averages)

	Single yarn (a)		Double yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3
April	10·35	2·94	2·79	2·45	21·1	12·5
May	10·23	2·87	2·70	2·42	20·7	12·1
June*	8·14	2·35	2·26	2·05	20·3	11·5
July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. † 53-week period.

68,000 foreign visitors came to UK in February

SIXTY-EIGHT THOUSAND foreign visitors came to Britain in February – 15 per cent more than in the same month of record-breaking 1964, reports the British Travel Association. The February arrivals brought the total number of foreign visitors in the first two months of this year to 138,000, which was a rise of 17 per cent on the period.

Visitors from European countries in February numbered 46,000. This was 19 per cent more than in the same month last year, and brought total European arrivals in the January-February period to 92,000 – an increase of 19 per cent.

Arrivals from the United States in February increased by 8 per cent to 16,000, bringing total United States visitors in the first two months of the year to over 32,000, which was a rise of 13 per cent.

A spokesman for the British Travel Association said that final details of the numbers of tourist arrivals from Commonwealth countries during the first two months of the year were not yet available, but it was estimated that these were also considerably higher than in the same period of 1964. It was estimated, he added, that Britain would receive in the region of 2,700,000 overseas tourists this year. The country's foreign-currency earnings from these visitors – in money spent within the United Kingdom and in fares paid by them to British carriers – would exceed £360 million.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for February, 1965, prepared by the Ministry of Commerce, is 150, (1958 = 100). This is 5 points higher than the final index for January 1965, and 13 points higher than for February, 1964.

The index numbers for the main industrial groups for February, 1965, with the increase or decrease on February, 1964, shown in brackets are: textiles 142 (+11 points); clothing 132 (—11); engineering and metals 104 (—2); food, drink and tobacco 121 (+7); timber and furniture 149 (+39); other manufacturing industries 343 (+120); construction 184 (+7); gas, electricity and water 196 (+15).

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February retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland for February was 10 per cent higher than the previous year, compared with increases of 5 per cent in January and 6 per cent for last year as a whole.

Food shops and household goods shops shared increases of 11 per cent and 6 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 9 per cent on a year earlier.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 9
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1964 February	106	+10	115	+ 7	93	+ 8	118	+21	94	+12
March	106	+ 6	117	+ 9	100	+ 6	87	—14	99	+11
April	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11

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Tenders for the above due 12 o'clock noon Thursday, 10th June, 1965. Forms of Tender and Conditions of Sale can be obtained on application to the Director of Contracts (Naval), Ministry of Defence, Ensleigh, Bath, Telephone No. Bath 6933, Ext. 1184.

Government surplus sales by auction

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
May 4 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
May 4-6 .	Passenger, Load carrying and dual purpose vehicles, Motor cycles, including: Rolls Royce "Silver Wraith" and Austin "Princess" Limousines, Morris Minor and Mini Minors, AEC "Matador" tractors, Trailers (20 and 40 tons). Leyland "Hippo" tractors, Humber 1 ton trucks, Ruston Bucyrus "33RB" Excavators. Coles cranes, Ransomes & Rapier "410" Excavators, Coventry Climax forklift trucks, Allen trenchers, etc.	Ordnance Storage & Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. Tel. 54272.)
May 13-14 .	Plant and equipment and miscellaneous stores including: 65 Lister generator sets 17 kVA T/M, 130 generator sets 3 – 3½ KVA charging sets., Power units, 250 CAV fuel pumps, 1750 fuel injectors, Petter engines. Ruston Hornsby and Lister crankshafts, industrial forklift trucks and tractors, auto trucks and trailers, tyre inflation plants, battery chargers and control boxes, voltage regulators, "Air Pumps" compressor, mono water pumps, armoured and canvas hose, pump maintenance kits, 38 Wayne gasoline pumps, lead acid batteries, ladders, telegraph poles, chain saws, tool chests, flexible drives, mine detectors, curved corrugated sheets, breathing apparatus, 360 swivel seats, 12 in. electric fans, canvas tents, 1,000 wireless reception sets, electronic valves, aerial arrays, frequency meters, wave meters, microphone receivers headgear, telephone sets, kits for 19, 52, and 88 wirleess sets, 60 ft. tower components, recording bridges, loudspeaker units, teleprinters and spares. Surveying equipment, theodolites and telescopic levels, prismatic and marching compasses, 1250 telescopes, measuring tapes, plotting boards, sound ranging recorders, stereoscopic mapping equipment, calculating machines, 270 Prismatic binoculars, range finders, geophones, drawing instruments, 360 watches, large quantities of LT electric cable. Wireless, signalling, engine and spares, 1525 wooden hand spikes 6 in. etc.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
May 19 .	**Vehicle Repair Depot Closure.** Machine tools, including Asquith radial drill, Kitchen & Wade honing machine, Kearns and Van Norman Borers. Heenan and Froude Dynamometers D.P.X.3. Weaver 60 ton press, welding equipment, Black and Decker valve refacers, hand and bench drills, crack detectors, Rapier and Taylor "Jumbo" cranes, Coventry Climax forklift trucks, fire trailer pump 120 – 220 gpm, industrial works trucks by Greenwood and Batley and others. Jacks by Epco and Batley, Office equipment and furniture, etc.	Vehicle Repair Depot, Oldmixon, Weston-Super-Mare.	Percy Palmer (Dept. L), 3 Magdola Buildings, Weston-Super-Mare. (Tel. 1636).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of Sale. Price One shilling (*Postal Order only*).

(*Continued on next page*)

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
May 19 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co. (AFD 1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
May 26 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD 1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. (*Postal Orders only*).

TENDER SALES

Applications are invited from firms who are interested in tendering for wood cases and scrap timber as and when sales are arranged at R.A.F. Stations. Applications to be addressed to the Ministry of Defence, Air Force Department (AFC.19a(Air)), Turnstile House, High Holborn, London, W.C.1.

One of the repeater stations erected in Peru by the General Electric Company (Telecommunications) Ltd., of Coventry. The GEC contract, worth £1.2 million, entailed the provision of a micro-wave link from Piura in the North of Peru to Arequipa in the South, thereby improving immensely the telephone facilities in the country.

The first polyester tanker built by the Hawker Siddeley Company, Gloster Equipment Ltd., was recently delivered to British Petroleum Ltd. in Portugal and is claimed to be the first of its type to operate there. With a capacity of 3,750 gallons, the tanker can carry an additional 3,750 gallons in the trailer. This type of tank construction was achieved by close liaison between BP and Gloster.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, *Lima.*

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Exhibitions and Fairs

Prince Philip will visit Milan during British Week

THE FOLLOWING ANNOUNCEMENT was issued from Buckingham Palace on April 22: 'At the invitation of HM Government, HRH The Duke of Edinburgh will visit Milan during the British Week in October.'

IN ORDER to give the shopkeepers and wholesalers of Milan a good idea of the range of British goods available for the British Week, which is being held here next October, it was decided to hold a number of small sample displays of those consumer goods most likely to appeal to the Italian market.

The first two displays have just been held: a show of textiles and clothing on April 1 and 2 and a show of household goods and cosmetics on April 6 to 7. These displays were deliberately intended to help British manufacturers *sell* goods; they were not prestige displays. Two halls in the centre of Milan were generously lent by the Milan Traders Union (Unione Commercianti) and simple stands were erected and decorated with some of the shop window display material which will be available for the Week itself. (Incidentally this material won praise both from the exhibitors and from their customers and it is clear that it will go like "hot cakes" when it is offered to the shops before October.)

Over 80 British companies were represented at the textile and clothing show either directly or by their agents. Among the products on display were wool textiles, knitwear, raincoats and shoes and other traditional lines which are already popular and well established here. There were also some goods new to the Italian market which attracted considerable attention. These included: Indestructible socks; textiles made purely from silk and mohair; nylon raincoats; and a very wide range of children's clothing.

Household goods and cosmetics

Nearly 60 British firms were represented in this display; they ranged from large established exporters of electro-domestic and household goods to complete newcomers in the fields of giftware and cosmetics. Among many interesting sales, one furniture manufacturer was able to sell leather-covered three-piece suites to a large Milan store which had not bought British furniture for the past five years, although it buys many other British products.

Each show was attended by over 400 specially invited visitors, and there was no difficulty in finding potentially interested Italian agents for British firms who needed them.

These shows have not only provided a useful introduction to the Italian market for British firms which are new to it, they have also concentrated the attention of Milan shopkeepers and wholesalers on next October's British Week and impressed them with the seriousness and scope of the preparations which are being made.

More of the British firms already established in Italy wished to exhibit at these two shows than could be fitted into the space available; but it was a pity that a great number of British firms new to the Italian market did not come forward. It was particularly the new-comers who had most to gain and who in fact gained most from the shows. For this reason we hope there will be a good response from exporters new to Italy for the final samples show, displaying food and drink, which will be held on June 10 and 11.

Sir Peter Garran, the British Ambassador to the Netherlands, came to London recently to tell the Press about the forthcoming British Week in Amsterdam. The press conference, which was held in London's Savoy Hotel, was arranged by the Export Council for Europe.

Here, during the conference are (left to right) Mr. Arthur Savage of the Board of Trade, Sir Peter Garran, Mr. A. R. Glen, the Chairman of the Export Council for Europe and Mr. J. Hugh Neill, a member of the Export Council for Europe.

The British Week in Amsterdam will be the third major export promotion of this kind organized by the Board of Trade and the Export Council for Europe and there is now convincing evidence of the practical value of these promotions. British exports to Denmark in the first ten months of 1964 (which included a British Week in September) rose by 13 per cent over 1963 to a total of nearly £119 million, including £2 million attributable to the Week itself. The largest increases were in the field of consumer goods.

Figures of British exports to Denmark showed the following commodity increases in the British Week year: foodstuffs as a whole, an increase of £100,000; clothing and footwear £290,000; leathergoods and domestic articles £200,000 and textiles £650,000.

British Weeks are also attracting increasing support from industry. Four hundred firms took part in Dusseldorf and 600 in Denmark; some 800 will be taking part in Amsterdam and probably 1,000 in the Week in Milan which takes place next October. Last year some 300 top executives visited the Dusseldorf Week and 500 visited Denmark, and the increase looks like continuing in 1965.

The third in the series of preliminary samples displays for the British Week will be held in the halls of the Unione Commercianti, Piazza Belgioioso 1, Milan, on June 10-11.

Prospects for sales of British food and drink in Italy are good: new firms are particularly invited to participate as a large number of Italian agents wholesalers and store and shop buyers will visit the show.

Stands are provided free of charge but rent may be charged for specialized display equipment if required.

Applications should be made to: Mr. James Hadley, The Export Council for Europe, 28 Northumberland Ave., London, W.C.2. Mr. David Whitby, The British Week Office, Via Gabba 1A, Milano.

All-British carpet display at Stockholm

AN all-British display of carpets is being arranged by the Board of Trade and the Federation of British Carpet Manufacturers at Osterman's Marmorhallar, Stockholm, from May 3-6.

Carpets and rugs including Axminsters and Wiltons designed for the Scandinavian market will be shown by 13 British firms.

This display, which has been designed by the Central Office of Information, covers a total area of 10,000 square feet and is the first all-British display of carpets to be held by the Federation at Stockholm.

Britain at the 43rd International Milan Fair

A report by the British Consulate General, Milan

ONCE AGAIN Britain was one of the principal foreign participants at Milan's 43rd International Samples Fair which was held here from April 14 to 25. Nearly 300 British firms were represented at the Fair either directly or by their Italian agents and they covered almost the entire range of consumer and capital goods, from beer to bulldozers and silos to sandpaper.

The British effort was well supported by distinguished visitors. Sir John Ward, H.M. Ambassador at Rome, came to Milan for the Fairs inaugural ceremony and attended the opening of the new nautical section of the Fair on the Idroscalo, a large artificial lake outside the city. On April 20 and 21 Mr. F. H. Tate, vice-president of the London Chamber of Commerce, visited the Fair at the invitation of the Milan Fair authorities and called at a large number of British stands.

Finally, on April 22 and 23 Mr. George Darling, Minister of State (Home), Board of Trade, paid an official visit to the Fair. The Minister of State was received by the Fair authorities and spent two mornings visiting the stands of British exhibitors and those of the leading Italian companies.

As in previous Milan Fairs, the British Consulate-General manned a commercial information office in the Fair. This year the office mounted two photographic displays 'Partners in Trade' and 'Partners in Progress', showing the variety and scope of Anglo-Italian trade and the very substantial part which British exports and investment have played in Italy's rapid economic development.

The information office received about 100 requests for assistance from Italian firms wishing to import or represent British goods in Italy as well as a far larger number of general inquiries.

What of the results of this year's Fair? The official statistics are not yet available but the first signs of Italy's industrial recovery are already clear. Even the building and construction industries, which have been most affected by the recent recession are reporting fresh interest, and conviction is general that the worst is over. Orders can be expected to increase as the year progresses.

All this is encouraging for the prospects of next October's British Week. During the Fair the staff of the British Week office in Milan visited most of the stands where British consumer goods were displayed and were promised support almost everywhere.

The Milan Fair is the largest trade fair in Italy and one of the most important general fairs in Europe. It is subject to the disadvantages of all large general fairs but it still provides manufacturers, particularly of capital goods, with an invaluable show window in the centre of industrial Italy. It also provides buyers with a good opportunity to see almost the whole range of Italys industrial production. The large number of British firms participating and the number of this year's important British visitors are further proof of the importance which both industry and government in Britain attach to trade with Italy in particular and with Europe in general.

During the 1965 Salon International des Composants Electroniques Show in Paris, members of the British Embassy visited the English Electric Valve stand where they were shown examples of the latest valve and tube developments. Left to right: Mr. R. W. P. Dawson, First Secretary at the Paris Embassy; Sir Patrick Reilly, the British Ambassador; and Mr. R. B. Coulson, sales manager, EEV.

69 British firms at Paris electronic exhibition

A RECORD NUMBER of 69 British firms took part in the 8th Salon International des Composants Electroniques held in Paris from April 8-13. For the first time at this exhibition, six firms belonging to the Radio and Electronic Component Manufacturers Federation participated in a 'joint venture' scheme, assisted by the Board of Trade.

This is truly an international show, and well worth the interest of any British electronic firm, large or small. Only half of the exhibitors were French. The other half came from 19 foreign countries, including the United States with 132 exhibitors, West Germany with 107, Great Britain with 69, Italy with 27, and for the first time Japan with 33. Since the first Salon in 1958, the number of participants has increased fourfold, and the total area now covered by the exhibition is in the region of 35,000 square metres. Some estimates put the number of visitors to the Salon at 120,000, about 80 per cent of whom were foreign. In conjunction with the electronic components exhibition was held the 1st International Electroacoustics exhibition, in which five British firms took part.

French and foreign buyers showed a lively interest in the British equipment. British firms received many promising inquiries which if followed up should prove fruitful. Many British firms were also pleased to see that the technical quality of their equipment was as good as that of their most serious competitors, in addition to being competitively priced. One British 'joint venture' firm received a promising inquiry from Philips. This was their first encounter with the French market, and in the course of the exhibition, no less than ten firms expressed interest in representing them in France.

Another British firm is making headway in France with crystals and ceramics, and hopes to interest the French in the piezoelectric devices in which they are specialists, and a British manufacturer of wired television

(*Continued on page 964*)

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe ...	*April 2*	*July 2*
Europe	*March 5*	*June 4*
United Kingdom ...	*Feb. 5*	*May 7*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.
** indicates event which is held annually at approximately the time stated.*
† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on April 2, March 5 and February 5, respectively.

UNITED KINGDOM

Additions:

LONDON: AMUSEMENT TRADES EXHIBITION – January 25-27, 1966. At New Horticultural Hall, S.W.1.
* Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524/5.)

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERING FAIR – CARPEX '66 – February 21-25, 1966. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011.)

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX – February 21-25, 1966. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, W.C.1. (Tel. Chancery 9011.)

BRIGHTON: SMALLWARES TRADE FAIR – February 28-March 3, 1966. At Metropole Hotel.
* Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555.)

LONDON: LEATHER GOODS, LUGGAGE AND HANDBAG FAIR – February, 1966. At Mount Royal Hotel, W.1.
* Apply, The Leather Goods, Luggage and Handbag Fair, Leather Trades House, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 1582.)

Midland Bank Service during the BRITISH WEEK in Amsterdam

May 14-22, 1965

The Midland Bank's specialised service for overseas traders will be available in Amsterdam during the period of the "British Week".

Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, an Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development, who can be contacted at the Hotel de l'Europe, Nieuwe, Doelenstraat 2-4 (telephone No. 3 48 36).

If you are participating in this "British Week" and we can be of any assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone MONarch 9944), or through any of our 2,500 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

equipment reports sales of over 200 sets to America. There is little doubt that, impressed by the importance of this exhibition and fully aware of its value, the same British firms, and it is hoped a few more, will again make the Paris electronics show their rendezvous for 1966.

Russia showed its recognition of the importance of the exhibition by sending a nine-man purchasing delegation there. They spent the first morning roaming the hall in search of new and inexpensive components to recommend to a wide range of buying agencies in Russia. A trade mission from Japan, representing the Japanese Electronics and Industries Association also toured the exhibition.

It is hoped that the success of this first 'joint venture' sponsored by the Board of Trade will encourage other enterprising electronic firms who have not yet contemplated the French market to take this valuable initial step and come to the Paris show in 1966.

British success in Bordeaux store promotion

IN THE autumn of 1964 the Export Council for Europe extended an invitation to the buyers of the French departmental store group 'Paris-France' to come to London. During the three days' visit the ECE, in conjunction with the Board of Trade, organized meetings with 57 British manufacturers' representatives, as the result of which orders were placed for £30,000 worth of goods ranging from dolls to dresses, perfume to pottery by way of reproduction furniture, gardening tools and kitchenware.

These goods were destined to be sold at exhibitions mounted by the stores in many provincial centres in France, and the first to open its doors was the 'Aux Dames de France' shop in Bordeaux. The British Embassy in Paris and the local consulates had been kept in touch with the group's plans and had arranged to borrow display material from the Central Office of Information to help bedeck the stores. The Bordeaux Consulate arranged for two other local firms with strong British links to join in the commercial venture. First, Stewart and Ardern, BMC car distributors, who had recently set up in Bordeaux, agreed to exhibit a Mini-Cooper and MG Midget at the store entrance, manning them with a sales assistant. Secondly, 'MOD', the elegant Bordeaux outfitters, who have, among other lines, 'Daks' trousers, Chester Barrie suits and 'Gorray' skirts, agreed to throw a 'Semaine de l'Elegance Britannique'.

In the first hour of selling following the opening ceremony by HM Consul in Bordeaux £200 worth of goods were sold, and in the first full shopping day £2,000 worth. 'Aux Dames de France' estimate that about £9,000 worth of business was done in the ten days: Stewart and Ardern sold three cars and took the names and addresses of 50 serious inquirers: 'MOD' doubled their normal weekly turnover in British-made clothing. In all, one could estimate that about £20,000 worth of export business to Bordeaux alone has resulted directly or indirectly from these combined efforts. These figures are, of course, f.o.b.

The Paris-France group will be organizing similar shows in other towns in France next year, and with the help of the Board of Trade, the Export Council for Europe, the Paris Embassy and the provincial consulates, they hope to achieve the kind of success that they had in Bordeaux.

It would perhaps be appropriate to conclude this account by summarizing Paris-France's reasons for buying British. Asked for these reasons by a French television reporter, Mr. Berr, head of their import department, replied: 'By the time we have paid duties and taxes on them, British products are expensive, but they are of good quality and offer a value for money which is difficult to beat.'

UK engineers at Cleveland, US conference and exposition

THE THIRTY-THIRD annual meeting and the 1965 Engineering Conference and Tool Exposition of the American Society of Tool and Manufacturing Engineers (ASTME) was held in Cleveland from March 29 to April 2. About $15 million worth of machine tools and accessories, automation equipment, metal-forming equipment, inspection devices, cutting tools and fluids, work holding devices, plant engineering and maintenance equipment was displayed in the Cleveland Public Hall. The seven and a half acres of floor area were devoted entirely to display of equipment, reflecting the trends discussed in the technical sessions held concurrently with the exhibition, and there were many machine tools which gave emphasis to the progress being made throughout the world in the field of automation.

An estimated 40,000 executives and engineers attended the five-day exhibition, including some 4,700 who attended the technical sessions, which were held daily in another part of the building. A planned programme of daily visits to local factories and engineering plants was laid on by the exposition committee and the ten plant tours were arranged in most cases to coincide with the technical detail discussed during the presentation of papers at the conference.

About 450 exhibitors displayed equipment at the show. The largest single booth was operated by members of the Japanese Machine Tool Trade Association, and six Swedish firms also banded together to operate a national booth for the display of their products. These included drill presses, lathes, metal cutting tools, drills, tapping equipment and grinders. One British firm had its own booth whilst a small number of others showed their machines and accessories under the auspices of their American agents.

The biggest single piece of equipment in the show was a gear hobbing machine, built by Heyligenstaedt of Germany, for making gears up to 80 in. in diameter.

The papers read at the technical sessions ranged in subject matter from laser-beam cutting methods and automatic tape-controlled tool systems, to more sensitive and accurate gauging methods.

One paper was delivered by three members of the faculty of Queen's University, Belfast, on explosive and hydraulic forming of stainless steel denture plates. A total of 87 technical papers was presented during the 24 conference sessions.

Mr. Francis J. Sehn, president of Press Automation Systems Inc. and Coil Feed Systems Inc., of Detroit, was elected the new president of ASTME by the board of directors during the conference.

Although the organizers did not keep attendance figures on visitors, American or otherwise, it is known that engineers from India, Sweden, Mexico, Italy, Brazil, Japan, The Netherlands, Poland, Germany, France and Britain attended the show. A large contingent of Canadian engineers also attended.

All the British representatives contacted by the British Consulate-General expressed themselves well satisfied with the business conducted during the course of the five-day exposition, and one obtained the impression that the 1965 ASTME show fully justified the efforts of the organizers and participants. Eleven companies alone reported combined sales totalling over one million dollars.

The ASTME exposition and conference will again be held in Cleveland in 1969. Next year's exposition will take place in Detroit (from April 18 to 22). If there is sufficient support from British industry, the Board of Trade will be prepared to organize a 'joint venture' display at this event, as in 1964. Inquiries about this proposal should be made to Mr. B. E. Burrow, Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Abbey 7877, Ext. 2785).

Apart from their annual show, ASTME also arranges regional events, e.g. the Southeastern Engineering Conference and Tool Exposition, which will be held in Atlanta, Georgia, from October 27 to 29, 1965. Further details about this and other ASTME shows can be obtained from the American Society of Tool and Manufacturing Engineers, 20501, Ford Road, Dearborn, Michigan, U.S.A. 48128.

Sir Peter Garran (right), British Ambassador to the Netherlands, visiting the Wolf Electric Tools Ltd. stand at the Utrecht Spring Fair. With Sir Peter Garran are Mr. Donald Hacker (centre), Exhibitions and Fairs Branch, Board of Trade, and Mr. K. van Walraven, Belgian sales manager of Wolf Electric Tools.

British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. *'Cambrit', Baires.*
BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom.*
BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56-2C.-00, Rio de Janeiro. *Chambrit, Rio de Janero.*
British and Commonwealth Chamber of Commerce in Sao Paulo, Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo, *Britchamb, Sao Paulo.*
CHILE – British Chamber of Commerce in the Republic of Chile (Inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago.*
EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.
FRANCE – British Chamber of Commerce, France (Inc.), 6, rue Halevy (Place de l'Opera), (Paris 9°). *Britomerce.*
Marseilles Regional Council of the British Chamber of Commerce, 2 rue Beauvau, Marseilles (1°) B.du R.
Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.
GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.
GREECE – British Hellenic Chamber of Commerce, 23 Amerikis Street, Athens.
INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.
IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.
ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.
ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan.*
JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.
MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.
MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer.*
NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.
PORTUGAL – British Chamber of Commerce in Portugal, Rue Victor Cordon 4, Lisbon, 2.
Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.
SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom.*
Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.
SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.
SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica.*
THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.
TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.
TURKEY – British Chamber of Commerce of Turkey, Necati Bey Caddesi 110, Buldanlioglu Han No. 2, Galata, Istanbul.
UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York.*
British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.
British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.
British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.
URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchamb, Montevideo.*

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone City 7211.)

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City Canberra, A.C.T. *Asbercom, Canberra.*
CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber.*
CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber.*
CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a, P.O. Box 55, Nicosia. *Chamber.*
EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom.*
FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 192, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce.*
GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.
INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham.*
MALAWI – Malawi Chamber of Commerce, P.O. Box 153, Blantyre, Malawi.
NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington, *Vigilance.*
NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos.*
NORTHERN RHODESIA – Commercial and Industrial Association of Northern Rhodesia, P.O. Box 844, Lusaka, Northern Rhodesia.
PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap.*
SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.
SOUTHERN RHODESIA – Associated Chambers of Commerce of Rhodesia, Chamber of Mines Building, 47 Gordon Avenue, Salisbury, S. Rhodesia, P.O. Box 1934.
WEST INDIES–Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone: City 4444, Ext. 118).

British Business Organizations Overseas

AUSTRALIA – Australia/British Trade Association, 138, Flinders Street, Melbourne, C.1 *Ausbritman, Melbourne.*
CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto.*
British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Cabmavan.*
NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade.*
PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.
SOUTH AFRICA – British Manufacturers' and Representatives' Association, 701/703, Southern House, corner Fox and Rissik Streets, P.O. Box 3264, Johannesburg. *Union.*
VENEZUELA – Anglo-Venezuelan Trade Association and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas.*

RADIO & ELECTRONIC COMPONENT SHOW

OLYMPIA LONDON 18-21 MAY

Sponsored by the Radio & Electronic Component Manufacturers' Federation

RECMF

BIG BUSINESS in small pieces

British radio and electronic equipment is world-famed. But it can never be better than the components that go into it.

Fresh techniques in the component industry, new materials, more sophisticated test instruments and smaller-than-ever micro-miniaturisation are all to be seen at the Radio and Electronic Component Show at Olympia — Britain's only major electronic show this year — from May 18th to 21st.

It is the biggest, widest-interest show of its kind. Three hundred exhibitors demonstrate the scientific and engineering progress which has rocketed our component exports 13 per cent this year.

A record 50,000 visitors from 70 countries saw the last component show. This year's exhibition, 20 per cent larger and even more comprehensive in scope, is the show that every buyer, engineer and scientist must see.

Exhibits include . . .

...components, accessories, valves, cathode-ray tubes, semi-conductors, instruments, test gear, materials, machinery and tools for:

Professional & scientific electronic equipment
Process control, industrial electronics & automation
Nucleonic & atomic power control apparatus
Civil & military ground & air equipment
Medical & biological electronic & allied apparatus
Radar & navigational aids
Guided missile & spacecraft equipment
Electronic computers & data handling equipment
Telecommunications equipment
Radio & television receivers
Tape recorders, record reproducers, film equipment
Amplifiers, tuners & "hi-fi"
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TIMES: 10 am - 6 pm DAILY
ADMISSION: 5/- or by ticket available only from exhibitors.
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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Morocco and the Federal Republic of Germany

THE MOROCCAN *Bulletin Officiel* of March 17 announced the renewal, for a further year from January 1, of the protocol to the trade agreement of 1961 between Morocco and the Federal Republic of Germany. Quotas under the agreement are unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Norway

THE MOROCCAN *Bulletin Officiel* of March 17 announced the renewal, for a further year from January 1, 1965, of the trade agreement of 1958 between Morocco and Norway.

Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Japan

THE MOROCCAN *Bulletin Officiel* of March 17, announced the renewal, for a further year from December 24, 1964, of the trade agreement signed in 1961 between Morocco and Japan.

Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Bulgaria

A PROTOCOL between Italy and Bulgaria was signed in Rome on March 5 regulating the exchange of goods between the two countries for 1965. The lists show little variations from those previously in force, but increases in Italian imports of live cattle and sheep, beef and butter are provided for, also timber.

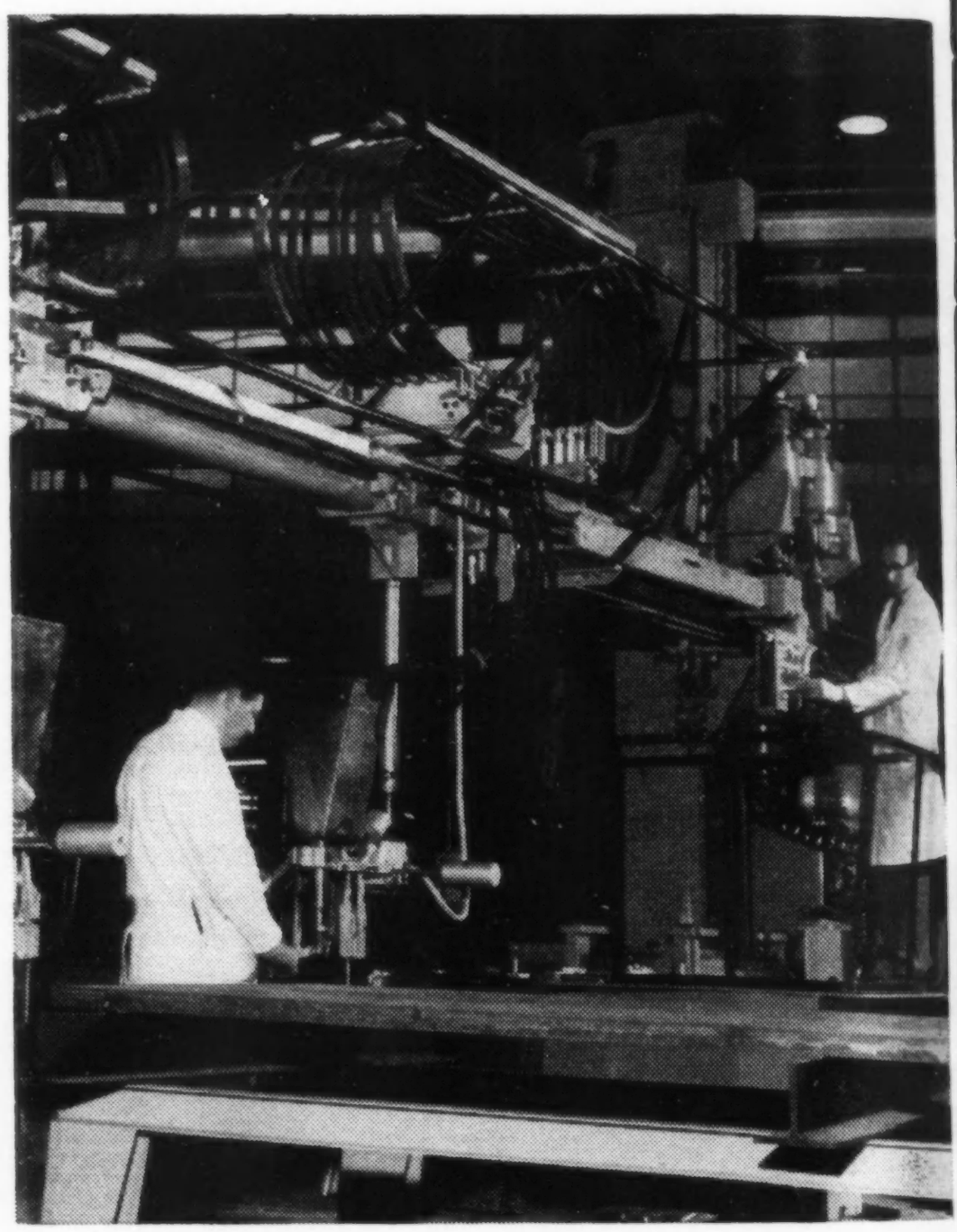
New items are silk cocoons and silk, but no imports of sugar are included this year.

Italian exports to show increases are: metal working machinery, iron and steel manufactures, certain textile yarns and fibres, tanning extracts, tyres, synthetic rubber, paper and rice.

The Italian text of the quota lists can be seen in Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450), to whom inquiries should be addressed, quoting CRE 646G.

Italy and Yugoslavia

THE ITALIAN Minister for Foreign Trade, in a circular dated March 12, 1965, announces that the Trade Agreement with Yugoslavia of March 23, 1963, has been tacitly renewed for a further year until March 31, 1966, without changes.



Eight fully automatic hot cropping machines are being built at British Oxygen's Gateshead works to the order of Davy and United Engineering Co. Ltd. for a large new steelworks at Skopje, Yugoslavia. They will be used to cut to length hot rolled slabs before cooling, dressing and re-rolling into plate or strip. All can cut in unison to trim the front of one slab while trimming the tail of the preceding slab and cutting it into lengths. The machines are claimed to be among the most advanced in design to be built in Europe. Picture shows final adjustments being made to one of the machine's cutting heads.

Cyprus and Hungary

THE CYPRUS-HUNGARY Trade and Payments Agreement which was due to expire in May 1965 has been extended for another year. It provides for an exchange of goods worth approximately £520,000 on each side, an increase of about 50 per cent on the value of trade covered by the previous Agreement, signed in May 1963.

British overseas commercial representatives' visits during May to July

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during May to July, 1965.

AUSTRIA (Vienna)	A. Ferguson	Second Secretary (Commercial)	July	In present post since 1963.
CANADA (Ottawa)	H. W. Sturdy	Assistant British Trade Commissioner	June/July	In present post since 1962.
GERMANY (Bonn)	D. N. Royce	Counsellor (Commercial)	July	In present post since 1963.
INDIA (Bombay)	E. J. Freeman	Assistant British Trade Commissioner	June/July	In present post since 1963.
(New Delhi)	J. Y. Howson	Assistant British Trade Commissioner	June/July	At present post since 1960. Has acted as Assistant British Trade Commissioner since late 1964.
JAMAICA (Kingston)	A. J. Salmon	Assistant British Trade Commissioner	From late June	Has previously served as Assistant British Trade Commissioner in India (Calcutta).
JAPAN (Osaka/Kobe)	J. O. Lloyd	HM Consul-General	July	In present post since 1963.
KUWAIT	W. F. Marshall	First Secretary (Commercial)	July	In present post since 1963.
MALAWI (Blantyre)	C. R. Reynolds	Second Secretary (Commercial	June/July	Has previously served as Assistant British Trade Commissioner in Malaya (Kuala Lumpur).
NIGERIA (Enugu)	A. Dow	Assistant British Trade Commissioner	June	In present post since 1962.
NORWAY (Oslo)	P. J. E. Male	Counsellor (Commercial)	June/July	In present post since 1962.
TRINIDAD (Port of Spain)	T. K. Blackman	Assistant British Trade Commissioner	June	In present post since 1961.
TURKEY (Istanbul)	G. S. McWilliam	HM Consul (Commercial)	June	In present post since 1963.
UNITED STATES (Seattle)	H. Fletcher	HM Consul	From late June.	In present post since 1963.
VENEZUELA (Caracas)	K. D. Jamieson	Counselllor (Commercial)	From early July	In present post since 1963.
YUGOSLAVIA (Belgrade)	C. N. Jupp	Counsellor (Economic/Commercial)	From mid-July	In present post since 1963.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment, stating the nature of the problem and the commodities involved.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference number, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

ANGOLA

Electricity Supply Extension for Comissao Coordenadora do Plano de Radiodifusao de Angola. May 18. E.S.B. 14426/65.

AUSTRALIA

Radar Equipment for Department of Civil Aviation. May 25. E.S.B. 14170/65.*
Railway Ballast Regulators for Queensland Government Railways. May 12. E.S.B. 14169/65.*
Spike Driving Machine for Commissioner for Railways. May 11. E.S.B. 13812/65.*
Surge Diverters for Electricity Trust of South Australia. May 18. E.S.B. 14168/65.
Switchgear for Snowy Mountains Hydro-Electric Authority. June 16. E.S.B. 13814/65.*
Transformers for Northern Electric Authority, Queensland. June 30. E.S.B. 14185/65.
Wire for Postmaster-General's Department. June 1. E.S.B. 13378/65.*

BURMA

Fish Hatchery Equipment for People's Pearl and Fisheries Board. June 30. E.S.B. 14433/65.*
Director of Procurement, Defence Department:
Miscellaneous Stores. May 15. E.S.B. 14406/65.*
Tower Vans. May 15. E.S.B. 14405/65.*
Burma Railways:
Locomotive Tools. May 24. E.S.B. 13870/65.*
Nut Tapping and Forging Machines. May 31. E.S.B. 14410/65.*
Pumps. May 18. E.S.B. 13511/65.*
Spraying Machine. May 24. E.S.B. 13869/65.*
Electrical Stores Corporation:
Electrical Stores. May 24. E.S.B. 14407/65.*
Cable. May 18. E.S.B. 14417/65.*
Meters. May 24. E.S.B. 14408/65.*
Wire and Cable and Accessories. May 18. E.S.B. 14412/65.*
Cables and Wires. May 18. E.S.B. 14416/65.*
Insulators and Insulating Materials. May 18. E.S.B. 14415/65.*
Transformer. May 19. E.S.B. 14414/65.*
People's Stores Corporation:
Hoist. May 26. E.S.B. 14409/65.*
Furnace. May 26. E.S.B. 14411/65.*
Forging Machine. May 18. E.S.B. 14186/65.*
Machine Tools. May 20. E.S.B. 14188/65.*
Welding Plant. May 18. E.S.B. 14191/65.*
Lathe. May 18. E.S.B. 14190/65.*
Compressors, Pumps. May 12. E.S.B. 14401/65.*
Machine Tools. May 31. E.S.B. 14403/65.*
Electric Drill. May 26. E.S.B. 14404/65.*
Drugs and Chemicals. May 15. E.S.B. 14413/65.*
Test Bench, Machine Tool, Microscope. May 18. E.S.B. 14189/65.*
Vehicles. May 14. E.S.B. 14431/65.*
Rice Milling Unit. May 18. E.S.B. 14432/65.*
Tractors and Trailers. May 24. E.S.B. 13873/65.*

CANADA

Saskatchewan Power Corporation:
Transformers. May 31. E.S.B. 14441/65.
Transformers. May 31. E.S.B. 14442/65.
Transformers. May 31. E.S.B. 14443/65.
Transformers. July 5. E.S.B. 14444/65.

CEYLON

Milk (Powdered) for National Milk Board. May 26. E.S.B. 13568/65
Paints for Transport Board. May 19. E.S.B. 13575/65.
Ministry of Health:
Automatic Sprayers. May 25. Press announcement available. E.S.B. 13576/65.*
Dental Equipment. July 6. E.S.B. 13578/65.*
Pumps. May 18. E.S.B. 13577/65.

COSTA RICA

The Instituto Costarricense de Electricidad:
Hydro-Electric Equipment. May 12. E.S.B. 13541/65.
Telecommunication Equipment. July 5. E.S.B. 13542/65* (in Spanish).

EGYPT

Cardboard Box Making Plant for General Organization for Executing the Five-year Industrial Plan. (Further Information.) E.S.B. 11771/65.*
Mechanization Project for Postal Organization. (Further Information.) E.S.B. 26324/64.
Transmitting Station for Telecommunication Organization. July 6. E.S.B. 14425/65.*
Egyptian Railways:
Plywood. May 12. E.S.B. 14424/65.
Lamps. May 10. E.S.B. 14420/65.
Fixed Bridge. July 19. E.S.B. 14436/65.

ETHIOPIA

Transformers for Ethiopian Electric and Power Authority. May 20. E.S.B. 13807/65.*
Imperial Board of Telecommunications:
Aerial Masts and Materials. May 14. E.S.B. 13521/65.*
Transformers. May 21. E.S.B. 13520/65.*

FORMOSA

Central Trust of China:
Chassis. May 14. E.S.B. 14179/65.*
Nodulizer. May 12. E.S.B. 14181/65.*

GREECE

Irrigation Project for Ministry of Public Works. (Advance Information.) Closing date not known. E.S.B. 13514/65.*
Ministry of Trade:
Survey Instruments. May 6. E.S.B. 13821/65.*
Weighing Machine. May 31. E.S.B. 13508/65.*

INDIA

Capacitors for Rajasthan State Electricity Board. May 28. E.S.B. 13858/65.
Conveyor Strips for India Supply Mission. May 17. E.S.B. 13818/65.
Cranes for Madras Port Trust. (Further Information.) Closing date postponed to May 19. Tender documents now available. E.S.B. 6156/65.*
Nickel Silver for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 12717/65.*
Pipes and Fittings for Punjab State Electricity Board. July 13. E.S.B. 13816/65.
Sluice Gates and Hoists for Yamuna Bhawan, Dehra Dun. July 15. E.S.B. 13597/65.
Steel Piles; Buckets for Public Works Department. May 27. E.S.B. 13827/65.
Steel Shapes for Ministry of Railways. June 1. E.S.B. 13360/65.
Transmission Line for Controller of Stores and Purchasing. (Further Information.) Tender documents now available. E.S.B. 10603/65.*
Government of Andhra Pradesh:
Ball Mill. May 15. E.S.B. 14465/65.
Contractors' Plant. May 22. E.S.B. 13092/65.
Chittaranjan Locomotive Works:
Metal Slab. June 15. E.S.B. 13513/65.
Testing Sets; Wire Cutting Machine; Coil Bending Machines. May 14. E.S.B. 1179/65.*
Mysore State Electricity Board:
Arc Welding Transformers. May 17. E.S.B. 14102/65.
Insulators. May 24. E.S.B. 13791/65.
Director-General Supplies and Disposals:
Balancing Machine. June 11. E.S.B. 13817/65.
Copper Ingot. May 27. E.S.B. 13857/65.*
Creosote; Oil. May 20. E.S.B. 9408/65.
Insulators. May 14. E.S.B. 13591/65.
Machine Tool. May 14. E.S.B. 13859/65.*
Machine Tools. May 14. E.S.B. 13856/65.*
Pneumatic Riveters. May 18. E.S.B. 13590/65.
Beas Purchase Organization:
Press. May 17. E.S.B. 13579/65.
Rethreading Machines and Spare Parts. May 24. E.S.B. 13580/65.
Roller Bearings. May 19. E.S.B. 13582/65.
Signal and Track Equipment; Electrical Equipment. May 17. E.S.B. 14146/65.
Induction Motors. May 12. E.S.B. 14142/65.
Steel Bars. June 9. E.S.B. 14103/65.
Test Bench. May 31. E.S.B. 14139/65.
Trucks. July 12. E.S.B. 14118/65.
Machine Tools. June 14. E.S.B. 13581/65.
Vehicle Spare Parts. (Further Information.) Tender documents now available. E.S.B. 11740/65.*
Atomic Energy Establishment:
Caulking Compound. May 17. E.S.B. 14122/65.*
Passenger Lifts. May 17. E.S.B. 13371/65.
Steel Sheets. May 26. E.S.B. 13373/65.*
Platinum Sheet. June 3. E.S.B. 14119/65.
Resin Paint. May 17. E.S.B. 14121/65.*
Saw Blades. May 21. E.S.B. 13372/65.
Sweep Signal Generator. May 19. E.S.B. 13836/65.
Phase Meter. May 20. E.S.B. 13837/65.
Measuring Comparator. May 21. E.S.B. 13838/65.

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X-ray Equipment. May 17. E.S.B. 13830/65.
Steel Rod and Sheet. May 17. E.S.B. 13831/65.
Steel Manufactures. May 21. E.S.B. 13832/65.

IRAN

Pipes and Fittings for Iranian Smelting Corporation. (Further Information.) Tender documents now available. E.S.B. 37349/64.*

IRAQ

Cotton Textile Factory for Ministry of Industry. May 15. E.S.B. 13547/65.
Gas Pipelines; Liquefied Petroleum Processing Plant for Ministry of Oil, Gas Distribution Administration. (Advance Information.) September 20. E.S.B. 13574/65.
Printing Press for Baghdad University. May 31. E.S.B. 13573/65.
Wooden Dowels for Iraqi Republic Railway Services. May 17. E.S.B. 13570/65.
Ministry of Municipal and Rural Affairs:
Chemicals. May 18. E.S.B. 13549/65.
Sulphate. May 25. E.S.B. 13548/65.
National Electricity Administration:
Mild Steel. May 5. E.S.B. 13571/65.
Steel Joists. May 5. E.S.B. 13572/65.
Ministry of Defence:
Cooking Pots. June 13. E.S.B. 13532/65.
Office Machinery. June 13. E.S.B. 13544/65.
Grinding Machines. June 16. E.S.B. 13529/65.
Stitching Machines. June 13. E.S.B. 13531/65.
Tarpaulins. June 13. E.S.B. 13545/65.

JAPAN

Bridge Construction for Tokyo Expressway Public Corporation. May 20. E.S.B. 13804/65.*

JORDAN

Paint for Jordan Petroleum Co. Ltd. May 15. E.S.B. 14200/65.*
Jordan Cement Factories:
Steel Balls. May 15. E.S.B. 13865/65.*
Bus Chassis. May 15. E.S.B. 14061/65.*
Welding Machine. May 15. E.S.B. 13866/65.*

KENYA

Steel Tyres for East African Railways and Harbours. Closing date not known. E.S.B. 13801/65.

KUWAIT

Utensils for Central Tenders Committee. May 19. E.S.B. 13556/65.

LIBYA

Agricultural Machinery for the Ministry of Agriculture and Animal Wealth. May 19. E.S.B. 14199/65.
Construction and Maintenance Work; Heating System Installation for Ministry of Public Works. May 17. E.S.B. 14198/65.

NETHERLANDS

Director of Waterways:
Civil Engineering Project. May 12. E.S.B. 13871/65.
Port Works. May 12. E.S.B. 13862/65.

NEW ZEALAND

Diesel Engine for Auckland Harbour Board. June 1. E.S.B. 14134/65.*
Hospital Equipment for Wellington Hospital Board. May 24. E.S.B. 13863/65.*
General Post Office:
Clocks. May 19. E.S.B. 14174/65.*
Cotton Waste. May 18. E.S.B. 13815/65.*
Leatherette. May 18. E.S.B. 14175/65.*
Celluloid Sheet. May 13. E.S.B. 13553/65.*
Pins. May 14. E.S.B. 13552/65.
Valves. May 12 E.S.B. 13551/65.*
Hoists; Drilling Equipment. May 19. E.S.B. 14173/65.*
Socket Outlets. May 17. E.S.B. 14123/65.*

PAKISTAN

Launches for Director of Purchase. June 3. E.S.B. 13855/65.
Signalling Equipment for East Pakistan Railway Board. June 16. E.S.B. 14437/65.*
Steel Tubes for Western Railway. May 13. E.S.B. 14182/65.*
Telephone Head Sets for Telegraph and Telephone Department May 20. E.S.B. 13861/65.
Directorate of Supply:
Vehicle. May 13. E.S.B. 13898/65.*
Vessel. May 20. E.S.B. 14194/65.*

PORTUGAL

Power Station Equipment for Empresa Termoelectrica Portuguesa. June 1. E.S.B. 14439/65.

RHODESIA

Locomotives for Rhodesia Railways. June 28. E.S.B. 13539/65
Transformer/Rectifier Units for Rhodesia Government Tender Board. May 13. E.S.B. 13880/65.*

SAUDI ARABIA

Road Construction for the Ministry of Communications. June 30. E.S.B. 21604/64.
Telecommunication Equipment for Ministry of Agriculture. May 30. E.S.B. 13522/65.

SOUTH AFRICA

Dam Gates and Screens for Department of Water Affairs. June 3. E.S.B. 14429/65.

This London wartime fire-engine, a 1938 Leyland-Metz, that battled through the blitz, is seen in Paris where it is in another battle—fighting pigeons. Owned by Rentokil Laboratories, the international pest control organization, it will be first used in Paris to treat the Bourse—the Stock Exchange, and the Town Hall, Court House, Post Office, eight schools, a sports stadium and several other buildings in Saint-Ouen.

State Tender Board:
Agricultural Machinery. May 17. E.S.B. 14104/65.*
Roller Grids. May 14. E.S.B. 14105/65.*
Laboratory Equipment. May 12. E.S.B. 14112/65.*
Cable. May 14. E.S.B. 14106/65.*
Semi-conductors. May 17. E.S.B. 13844/65.*

SPAIN

Air Ministry:
Contractors' Plant; Chemicals; Aircraft Landing Equipment. (Further Information.) Closing date postponed to May 26. E.S.B. 11283/65.
VHF Equipment. May 20. E.S.B. 13550/65.
Ministry of Public Works:
Contractors' Plant; Chemicals; Aircraft Landing Equipment. (Further Information.) May 4. E.S.B. 11283/65.
Contractors' Machinery. Closing date not known. E.S.B. 13587/65.
Water Supply and Irrigation Work. May 31. E.S.B. 14159/65.

SUDAN

Sudan Railways:
Electric Motors and Starters. May 13. E.S.B. 13559/65.*
Heater. May 13. E.S.B. 13558/65.*
Glassware. May 17. Tender documents now available. E.S.B. 13882/65.

THAILAND

Fixed Wheel Gates for Yanhee Electricity Authority. June 1. E.S.B. 13885/65.

TURKEY

Permanent Way Materials for State Railways Administration. May 14. E.S.B. 13585/65.*
Timber for Allied Land Forces, South Eastern Europe. May 17. E.S.B. 13586/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria
Inquiry for consumer goods; foodstuffs. (E.S.B. 11617/65.)

Australia
Agency inquiry for children's wear, ladies' knitted outerwear; piece-goods. (E.S.B. 12967/65.)
Inquiry for industrial chemicals. (E.S.B. 6072/65.)
Inquiry for agricultural machinery and equipment; road construction machinery and equipment. (E.S.B. 13414/65.)
Inquiry for alumina plant. (E.S.B. 13901/65.)
Manufacture under licence – anti-corrosive materials; bituminous derivatives; caulking compounds; latex adhesives; sound insulants. (E.S.B. 13101/65.)
Manufacture under licence – insulating varnishes and compounds; wire enamels. (E.S.B. 12273/65.)
References to the Special Advisory Authority. (C.R.B. 385/65.)

Austria
Agency inquiry for railway rolling stock. (E.S.B. 12558/65.)

Bahamas
Agency inquiry for soaps and detergents. (E.S.B. 12947/65.)
Agency inquiry for fine china figurines. (E.S.B. 13200/65.)
Inquiry for brooms; disinfectant. (E.S.B. 13114/65.)

Bolivia
Inquiry for ore-dressing and concentrating plant. (E.S.B. 13662/65.)

British Guiana
Agency inquiry for enamel paint. (E.S.B. 12874/65.)
Inquiry for ripple control apparatus (E.S.B. 12564/65.)

Canada
Agency inquiry for rubber products. (E.S.B. 12957/65.)
Agency inquiry for butchers' and meat packers' supplies; catering equipment and supplies; hobby kits; kitchen and laundry equipment. (E.S.B. 12946/65.)
Inquiry for tallow amines. (E.S.B. 12894/65.)
Inquiry for oil seals; tyres; steel tubing. (E.S.B. 13212/65.)
Inquiry for confectionery. (E.S.B. 22885/64.)
Inquiry for fibreglass insulation sheet. (E.S.B. 12819/65.)
Inquiry for ball and roller bearings. (E.S.B. 14205/65.)
Inquiry for refrigeration compressors. (E.S.B. 14082/65.)
Inquiry for building materials. (E.S.B. 13788/65.)
Inquiry for speakers. (E.S.B. 14312/65.)

Ceylon
Inquiry for cotton and rayon yarn. (E.S.B. 13229/65.)

Chile
Inquiry for bus chassis. (E.S.B. 13193/65.)

Costa Rica
Inquiry for bolts; nuts; screws. (E.S.B. 6206/65.)

Cuba/Bulgaria
Trade Agreement. (C.R.E. 3174/G.)

Cyprus
Agency inquiry for textile piece-goods. (E.S.B. 10017/65.)

Ecuador
Inquiry for glucose syrup machine. (E.S.B. 12924/65.)

Finland
Agency inquiry for alloy and tool steel. (E.S.B. 10167/65.)
Agency inquiry for 'sparkless' hand-tools. (E.S.B. 12337/65.)
Inquiry for steel casting machines. (E.S.B. 12721/65.)

France
Agency inquiry for chemical products. (E.S.B. 13225/65.)
Agency inquiry for dietary foods. (E.S.B. 36880/64.)
Agency inquiry for sports equipment and clothing. (E.S.B. 12298/65.)
Inquiry for whisky. (E.S.B. 13648/65.)

Germany, Federal Republic of
Agency inquiry for laboratory equipment. (E.S.B. 11397/65.)
Agency inquiry for electric hand tools. (E.S.B. 9767/65.)
Agency inquiry for metal sleeves and bushes. (E.S.B. 13472/65.)
Inquiry for tramways equipment. (E.S.B. 13355/65.)

Ghana
Inquiry in respect of transport system. (E.S.B. 3301/65.)

Honduras, Republic of
Inquiry for pulp and paper making machinery; sulphate. (E.S.B. 13652/65.)

Hong Kong
Agency inquiry for biscuits. (E.S.B. 12523/65.)
British Week. (E.S.B. 12368/65.)

Irish Republic
Inquiry for gardening tools. (E.S.B. 9114/65.)

Italy
Agency inquiry for cosmetics; perfumes. (E.S.B. 13296/65.)

Italy/Syria
Trade Agreement. (C.R.E. 8662/G.)

Jamaica
Agency inquiry for clothes lines; household products. (E.S.B. 12920/65.)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of these offices is on page 4 of the supplement,' Trading with France', to the April 9 issue.

Agency inquiry for jams and marmalades. (E.S.B. 13636/65.)
Inquiry for bottles; colour additives; carbon black; chemical specialities; cosmetics; rubber mill. (E.S.B. 13489/65.)

Japan
Inquiry for beaten brassware; ceramic ornaments; handicraft products and novelties. (E.S.B. 12651/65.)
Inquiry for gift articles; novelty ware. (E.S.B. 13289/65.)
Inquiry for art metal wares; novelties. (E.S.B. 13135/65.)

Kenya
Agency inquiry for artist's paints; first aid outfits; laboratory equipment; paper; supplies and equipment for schools. (E.S.B. 13671/65.)
Agency inquiry for ladies' blouses; printed cottons. (E.S.B. 13180/65.)
Inquiry for clothing; gas tubing; shirtings; stainless steel sinks; steel flats and rounds. (E.S.B. 14354/65.)

Kuwait
Project for the construction of special institutes for the physically handicapped. (E.S.B. 26079/62.)

Lebanon
Inquiry for domestic appliances; electrical equipment; heaters. (E.S.B. 13475/65.)
Inquiry for industrial equipment and materials. (E.S.B. 4623/65.)

Malaysia
Inquiry for gas cookers and appliances. (E.S.B. 13295/65.)
Inquiry for hotel construction and equipment. Further information. (E.S.B. 1630/65.)

Mozambique
Agency inquiry for foundation garments; women's underwear. (E.S.B. 14072/65.)

Netherlands
Agency inquiry for paper. (E.S.B. 13298/65.)
Agency inquiry for laboratory utensils. (E.S.B. 13498/65.)
Agency inquiry for exhaust pipes and mufflers. (E.S.B. 13497/65.)
Inquiry for processing machinery and apparatus. (E.S.B. 13615/65.)

New Zealand
Agency inquiry for textiles. (E.S.B. 13170/65.)
Agency inquiry for comminuting plant. (E.S.B. 14078/65.)

Norway
Inquiry for assembly kits; cosmetics; hosiery; knitwear; lingerie; toys; underwear. (E.S.B. 9781/65.)

Peru
Inquiry for blow-moulding machine; bottle and toy moulds. (E.S.B. 11872/65.)

Philippines, Republic of
Inquiry for bedding; motor cycles; refrigerators. (E.S.B. 11930/65.)
Inquiry for machine tools. (E.S.B. 13247/65.)

Portugal
Agency inquiry for chemical products. (E.S.B. 13990/65.)
Agency inquiry for taps and dies. (E.S.B. 4715/65.)
Agency inquiry for hardware; hand tools; (E.S.B. 13450/65.)
Agency inquiry for catering machinery and equipment. (E.S.B. 14004/65.)

Rhodesia
Inquiry in respect of nitrogenous fertilizer factory. (E.S.B. 12913/65.)
Inquiry for handkerchief material. (E.S.B. 13986/65.)

South Africa
Agency inquiry for textile yarns. (E.S.B. 12365/65.)
Agency inquiry for stationery supplies. (E.S.B. 13210/65.)
Agency inquiry for hand tools; raw materials. (E.S.B. 13412/65.)
Manufacture under licence – light engineering products. (E.S.B. 11969/65.)

Spain
Agency inquiry for whisky. (E.S.B. 13244/65.)
Inquiry in respect of canal extension works. (E.S.B. 13446/65.)

Spain/Poland
Trade Agreement. (C.R.E. 12556/G.)

Sweden
Agency inquiry for electronic apparatus; measuring equipment. (E.S.B. 14006/65.)
Agency inquiry for gears. (E.S.B. 12941/65.)
Agency inquiry for collars and cuffs for dresses. (E.S.B. 12520/65.)
Inquiry for wire. (E.S.B. 13998/65.)

Switzerland
Agency inquiry for hydraulic hoses; castors. (E.S.B. 13731/65.)
Agency inquiry for lining materials. (E.S.B. 13930/65.)
Inquiry for oil burners; oil disposal equipment. (E.S.B. 14029/65.)
Inquiry for plastics raw materials; processing machinery. (E.S.B. 13941/65.)
Inquiry for industrial machinery; machine tools. (E.S.B. 8993/65.)
Inquiry for chemicals; clinker; dyestuffs; granulated plastics; limestone; safflower seed. (E.S.B. 14091/65.)
Manufacture under licence – conveyor systems; mechanical handling equipment. (E.S.B. 13653/65.)

Switzerland/West Germany
Trade Agreement. (C.R.E. 1827/G.)

Syrian Arab Republic
Inquiry for textiles. (E.S.B. 13492/65.)

Tunisia
Inquiry for transformers. (E.S.B. 12323/65.)

Uganda
Inquiry for cash registers. (E.S.B. 12906/65.)
Inquiry for piece-goods; women's and men's wear. (E.S.B. 13213/65.)

United States of America
Agency inquiry for electronic components. (E.S.B. 13704/65.)
Agency inquiry for oval brads. (E.S.B. 11072/65.)
Inquiry for silicon dioxide. (E.S.B. 13457/65.)
Inquiry for biscuits; boiled confectionery; dietetic chocolates; preserves – further information. (E.S.B. 7591/65.)
Inquiry for roller chains. (E.S.B. 13109/65.)
Inquiry for hand tools. (E.S.B. 13201/65.)
Inquiry for blast finishing equipment. (E.S.B. 13273/65.)
Inquiry for asbestos and texture boards. (E.S.B. 11238/64.)
Manufacture under licence in Britain – tyres re-treading equipment. (E.S.B. 12665/65.)

Venezuela
Inquiry for department store requirements for consumer goods. (E.S.B. 12241/65.)
Inquiry for machinery for manufacturing galvanized pipes. (E.S.B. 12517/65.)

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February 19. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page XV of Supplement to issue of April 16) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Selling groups to visit Spain

The London Chamber of Commerce and the Birmingham Chamber of Commerce and Industry are sending two groups of businessmen to Spain later this year.

The first group, which is being organized by the Birmingham Chamber of Commerce and Industry and will represent 14 firms, is going out to Spain for a week from May 2 to 8. This group will be visiting Madrid and Bilbao. It will be led by Mr. Ralph Gabriel, deputy chairman and managing director of Charles Churchill and Co. Ltd., who is a member of the Export Council for Europe.

Members of the mission will be looking for possibilities to boost their companies' sales to Spain, and in several cases will be studying opportunities for agreements to manufacture under licence and other forms of collaboration with Spanish firms.

The second group will be organized by the London Chamber of Commerce and will be going out to Spain in October.

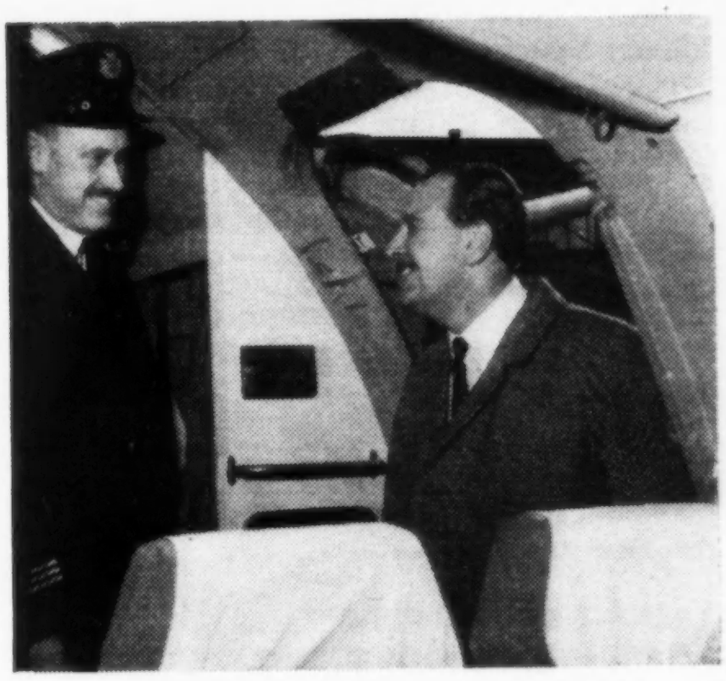
Some members of the group will visit Barcelona, Zaragoza and Madrid, whilst others will visit Murcia and Seville.

These group visits are directly resulting from the British Trade Delegation, led by the President of the Birmingham Chamber of Commerce and Industry, Mr. K. S. F. Corley, which visited Spain in February.

One of the recommendations in the delegation's report (which will be published shortly) is that through group and individual visits more British businessmen should be encouraged to go out to find business in Spain in the near future.

Six-week South African tour

Mr. Keith Giles, export manager of the Rank Taylor Hobson Division of the Rank Organisation, is on a six-weeks' fact finding tour of South America. He will visit Mexico, Colombia, Venezuela, Brazil and Argentina, to assess those countries' markets and selling techniques. Mr. Giles feels sure sales in those markets will double in the next year. The Rank Taylor Hobson Division makes a range of precision measuring instruments, machine tools and television lenses. The instruments are used in many industries where quality control is vital, such as ball and roller bearing, motor car, machine tool, aircraft, shipbuilding, glass production, and general engineering.



Mr. C. R. Darby, a member of the board of W. Canning & Co. Ltd., Birmingham, returned recently from a successful visit to Yugoslavia where he had been conducting negotiations for the supply of manual and automatic electroplating equipment.

In the course of winning export orders during the last three years, Mr. Leslie Wyton, export sales manager of GEC (Lamps & Lighting) Ltd. – the overseas trading subsidiary of Osram (GEC) Ltd. – has travelled 250,000 air miles on BOAC airliners. Here, to mark the occasion, Mr. F. Don Oakey (left), BOAC's sales manager, Southern Area, presents him with a certificate signed by Sir Giles Guthrie, chairman of the company. Mr. Wyton's travels took him to 66 different countries.

Representing machinery manufacturers in Middle East

Mr. Cheadle of Burnett and Co. (Newcastle) Ltd., Hull, is touring Greece, Cyprus, Turkey, Lebanon, Syria, Iraq, Iran, Saudi Arabia, Sudan and Egypt during the latter part of April. Burnett and Co. (Newcastle) Ltd., specialize in the direct export of machine tools, machinery, hardware, etc., and Mr. Cheadle will be representing several British manufacturers in these territories.

Sales tour of Switzerland and Italy

Mr. A. G. Carroll, managing director of Auriol (Guildford) Ltd. will make a sales tour of Switzerland and Italy in mid-April. He will visit department stores and wholesale distributors in Zurich and Milan to promote sales of Auriol clothes airers, toilet roll holders and bottle racks. These products are fabricated in plastics-coated steel. Auriol already supply quantities of clothes airers to Switzerland.

South Africa as bigger steel customer

Mr. W. H. Wentworth Ping, a special director and general sales manager of Firth-Vickers Stainless Steels Ltd. and chairman of the Market Development Committee of the United Kingdom Stainless Steel Development Association, has recently returned to Sheffield after a fortnight's tour of South Africa.

In his capacity as representative of the association he met members of the main committee of the South African Stainless Steel Development Association in Johannesburg, for discussions about the United Kingdom Association. He also showed them a film to illustrate the diversity of stainless steel output in the United Kingdom and the modern techniques that are used to produce it.

In the interests of his company, Mr. Ping visited Firth-Vickers' agencies in Johannesburg, Cape Town and Durban and discussed potential customers with the agents.

Pharmaceutical sales in African markets

Mr. S. R. Woods, export sales manager of Smith & Nephew Pharmaceuticals Ltd., Welwyn Garden City, is currently visiting South Africa, Kenya, Malawi, Rhodesia, Tanzania, Uganda and Zambia. The main purpose of Mr. Woods visit is to consolidate Smith & Nephew's activities in these markets with particular reference to the company's interest in anti-tuberculosis treatment.

Middle East sales tour

Mr. K. A. Hawkes, a joint export manager of Dodwell and Company Limited, City merchants, left London at the beginning of April on a sales tour of Middle East markets, including Malta, Libya, Lebanon, Jordan and Greece. The purpose of the visit is to work with existing agents and to promote new and established business.

Market research in Australia

Mr. Charles W. Leeds, tyre export sales manager for Pirella Ltd., London, N.W.1, left for Australia on March 29. Mr. Leeds, who will be in Australia for 4-5 weeks, will be visiting the company's distributors in each of the country's capital cities. He will also conduct market research and sales promotion.

Visit to Bahamas

Mr. G. C. Robson, sales director of McCallum and Craigie Ltd., Glasgow, Hawick and London, is visiting the Bahamas during April. He will visit customers and will appoint an agent for the company's range of fully fashioned knitwear.

Mr. Robson makes numerous visits to the Continent, spending as much as three to four months in a year there. In addition to selling and gathering information on customer requirements for fine woollen knitwear he makes many export tours in connection with the company's range of Lan-Air-Cell cellular blankets. Mr. Robson's company claims to have invented and to be the first to market this type of blanket.

Creators to expand in North America

Mr. A. C. Anselm, managing director, Creators Ltd., Sheerwater, Woking, accompanied by his co-director, Mr. R. J. Hussey, has just returned from a two-weeks' tour of Canada and the United States. Main purpose of the visit was to institute a new production programme of plastics products at the group's Canadian factory and, in order to ease the supply and distribution of their products throughout the United States, to establish a Creators company there. It was also planned to make further contact with the major United States car companies with a view to extending their uses of Creators' products. The company's parts are already used by Chrysler in Detroit, Ford in Canada, and Ford and General Motors in the United Kingdom and in other Commonwealth countries.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

£35 million contract from South Africa

Highveld Development Co. Ltd., a company in the Anglo American Corporation of South Africa Ltd. Group, has appointed Davy and United Engineering Co. Ltd., a member of the Davy-Ashmore Group, Sheffield, to be main contractor for its iron, steel and vanadium complex to be built at Witbank, Transvaal, South Africa. The approximate cost of the initial installation will be £35 million. Davy and United Engineering Co. Ltd. are represented in South Africa by Davy-Ashmore South Africa (Proprietary) Ltd., which will be closely associated with the project. The complex will comprise facilities for the assembly and preparing of iron ore and other raw materials, electric smelting of iron, oxygen steel making, continuous casting and a medium to heavy section rolling mill with facilities for the production of universal beams and columns.

£8 million contract from Iraq

Parsons Powergas Ltd., London, the petroleum and chemical engineering contracting organization of the Davy-Ashmore Group, have been awarded a contract worth about £8 million by the Ministry of Industry, Republic of Iraq, for a gas treatment and sulphur recovery plant. The plant, which will be situated near Kirkuk on the main Kirkuk/Dibis road, is designed to treat over 80 million SCED of wet field's gas and refinery off-gas and will be built by Parsons Powergas on a virgin site and will include the provision of administration and maintenance buildings and workshops.

Orders for SEACOM undersea cable

Submarine Cables Ltd., London, have received orders totalling approximately £5½ million, covering about two-thirds of the cable and one-quarter of the submersible repeaters required for the second stage of the South East Asia Commonwealth (SEACOM) telephone cable. The orders are placed by Cable & Wireless Ltd. on its own behalf and on the behalf of its SEACOM partners – the Overseas Telecommunications Commission (Australia), Canadian Overseas Telecommunication Corporation, Telecommunications Department of the Government of Malaysia and the New Zealand Post Office.

Orders for cars

Over 7,700 export orders worth £3 million have been received by the British Motor Corporation Ltd., Birmingham. Of these orders, 1,569 came from the United States for sports cars, over 990 being for M.G.s, and more than 570 for Austin Healeys; New Zealand provided orders for 672 Minis, and Holland and France alone ordered over 360 Austin and Morris Minis. Finally, orders for 500 Nuffield tractors helped to make up the total.

200 buses for Teheran

AEC Ltd., London, and its associated bodybuilders, Park Royal Vehicles Ltd., both major companies of the Leyland Corporation, have announced a £2 million order from Iran for 200 'Regent' double deck buses.

United States orders textile equipment

Dobson & Barlow Machinery Sales Ltd., a subsidiary of Stone-Platt Industries Ltd., London, have secured an order worth £896,000 from the Beaunit Corporation, New York, for synthetic fibre processing equipment for a new plant at Etowah, Tennessee.

Sugar mill in British Honduras

A contract worth approximately £1·6 million has been awarded to Taylor Woodrow (Overseas) Ltd., Southall, for the civil engineering design and construction of a sugar mill project at Tower Hill, Orange Walk, British Honduras, for the Corozal Sugar Factory Ltd., part of the Tate and Lyle Group.

Yugoslav railway contract

British Insulated Callender's Construction Co. Ltd., London, have received an initial order, to the value of some £350,000, for the supply of overhead materials and engineering services for the first 25kV a.c. railway electrification in Yugoslavia. The route to be electrified runs from Sarajevo to the Adriatic port of Ploce through difficult mountain country.

Nylon plant for Yugoslavia

Invest-Import of Belgrade have signed a contract with High Polymer & Petro-Chemical Engineering Ltd., London, for a £2 million nylon plant to be built at Prizren.

Ship ordered by Czechoslovakia

Swan Hunter and Wigham Richardson are to build a 35,000 tons deadweight bulk carrier for Czechoslovakia Ocean Shipping Co. This order, worth approximately £2 million, has been made possible by the co-operation of Consett Iron Co., Consett, who have agreed to accept iron ore supplied by Metalimex Foreign Trade Corporation of Prague through BISC (Ore) Ltd., in part payment of the cost of the ship. The vessel will be built by Barclay Curle & Co. Ltd., Glasgow, a member of the Swan Hunter Group, and Consett Iron Co. will supply the whole of the steel for the Czechoslovak ship.

Order from West Germany for aircraft equipment

Normalair Ltd., a subsidiary of Westland Aircraft Ltd., Yeovil, have received an order worth over £2 million for pressurization and air conditioning equipment. The order was placed by Vereingte Flutechnische Werke GmbH (VFW) of Bremen and the equipment is for the Transall C.160 transport aircraft.

£600,000 Argentine contract for British Oxygen

The British Oxygen Company Ltd., announce that the Chemical Plant Division of the company has won a contract worth £600,000 to build a large oxygen producing plant in Argentina. The plant – the first United Kingdom built 'tonnage' plant ever to be installed in South America – will provide 160 tons a day of oxygen to the SOMISA steelworks at St. Nicolas, near Rosario, on the Parana River, about 200 miles from Buenos Aires. The SOMISA steelmaking concern is largely Government owned. The BOC plant will supply oxygen for a new extension being installed by SOMISA at the St. Nicolas works. This latest order brings the total value of major plant contracts won by British Oxygen in the past eight weeks to more than £4 million. Two large plants, for Australia and Yugoslavia, included in the above, bring the total of export orders in the period to £2,500,000.

GEC automatic telephone equipment being hoisted into the new telephone exchange at Maradana, a busy industrial and commercial district of Colombo, Ceylon. The exchange has an initial capacity of 6,000 lines and is part of the Greater Colombo Area Telephone Development Scheme launched by the Ceylon P. & T. Dept., in which GEC (Telecommunications) Ltd. is supplying 15 out of the 23 exchanges involved.

Philippines success for AEC

Expansion of assembly facilities at the Manila plant of AEC's Philippines distributor, Marvex Commercial Co. Inc., is already achieving success. Sales are increasing and early in April AEC – a Leyland Motor Corporation company – received its latest contract worth over £350,000 for 74 buses and trucks.

A significant reason for the success is the design of models particularly suited to the local conditions. Many of the roads in the Philippines are unsurfaced and this factor coupled with a three-four month wet season demands 'go-anywhere' vehicles. The 'Ranger' vertical engined rural service bus and the 'Monarch' medium weight, four wheeled truck are designed to operate in these conditions, and the latest contract calls for 33 and 18 of these models respectively.

Car accessories for Switzerland

As a result of the visit to the Geneva Motor Show by the Export Manager, K. F. Ward Limited, a member of the BSR Group and manufacturers of Styla car accessories, have received an order from Switzerland worth close on £4,000. It is also anticipated that in the very near future the firm hope to obtain a further order from West Germany for an even larger sum.

Export order for corrugators

Masson Scott & Co. Ltd., London, part of the Masson Scott Thrissell Group of Companies, have announced an export order from Italy for a new corrugating machine. The corrugator, which has been ordered by Bowater Italia SpA of Genoa, Italy, for their new plant at San Felice sul Panaro, Modena, is due to start up early in 1966.

Ammonia storage sphere for Eire

The Whessoe Group, Darlington, have been awarded an order, for the design, fabrication and erection of a 44 ft. 10 in. diameter liquid ammonia storage sphere for Chemical Construction (GB) Limited. It will be erected at the Dublin works of Gouldings Fertilizers, and is designed to store liquid anhydrous ammonia at a temperature of —28°F. and at a pressure of 40 p.s.i.g.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Dumping duty on continuous filament secondary acetate yarn

CONTINUOUS filament secondary acetate yarn imported into Australia has recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7260/64.

Tariff Board Inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **yarns of paper** (Tariff Item 470(A)) should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961.

Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* of January 22, 1965 (page 188).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. CRE 4254/65.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS AND CHEMICALS: Medicines: Dimethyldiphenylene disulphide	285 (B) (1)	Free
HANDSET TELEPHONES AND PARTS THEREFOR, Viz: Handset telephones and/or bell sets other than those of types which are the same as or similar to those adopted by the Postmaster-General's Department for use in the Australian Post Office telephone system, not including parts therefor	180 (A) (1) (a) (1)	Free
Parts for handset telephones, viz: Diaphragms. Magnetos, Parts, other than: cords. dials. insets, transmitter. magnets, permanent. for handset telephones other than those of types which are the same as or similar to those adopted by the Postmaster-General's Department for use in the Australian Post Office telephone system. Rings, securing. This By-law becomes operative June 1, 1965.		
METALS: Iron and steel: Steel: Bars, black, otherwise classifiable under Tariff Item 136 (C) (1), except flats in the following sizes: 6 in. × ⅛ in. 6 in. × ¼ in. Tees, black, otherwise classifiable under Tariff Item 136 (C) (1), except tees in the following sizes: 1½ in. × 1½ in. 4 in. × 3 in. 1½ in. × 1½ in. 4 in. × 4 in. 2 in. × 2 in. provided the goods are entered for home consumption on or before September 30, 1965.	449 (A) (1)	Free

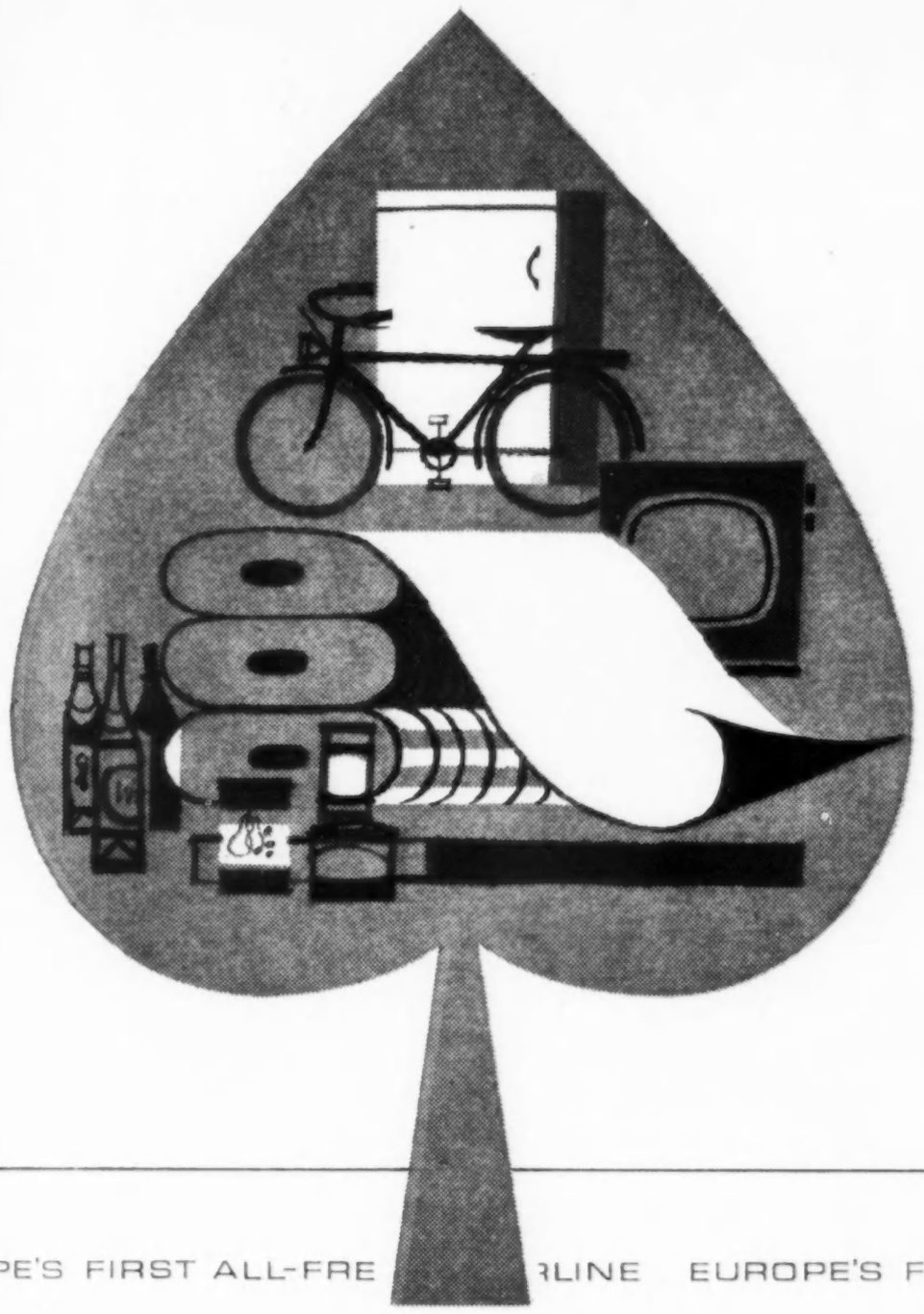
Amended by-laws

The following By-laws have been amended to apply to the goods as shown:

DRUGS AND CHEMICALS: Medicines: Hexamine phenylcinchoninate combined with any or all of the following: caffein, hexamine, prednisolone, quinine phenylcinchoninate, sodium salicylate.	285 (B) (1)	Free
FIRE retardants containing ammonium phosphate, for use in the impregnation of timber by the pressure-vacuum process, under security GLASSWARE, laboratory, hygienic and pharmaceutical, otherwise classifiable under Tariff Item 246 as follows: Articles of fused silica or fused quartz. Articles, other than of fused silica or fused quartz, viz: Acidimeters, butyrometers, cryoscopes, galactometers, lactobutyrometers and similar instruments for testing dairy products. Bottles, specific gravity, with built in thermometers. Burettes, Schellbach. Ebullioscopes.	449 (A) (1)	Free
METALS: Iron and steel: Steel: Angles, otherwise classifiable under Tariff Item 136 (C) (1), except angles in the following sizes: 1½ in. × 1½ in. 4 in. × 3 in. 2 in. × 2 in. 4 in. × 4 in. 3½ in. × 2½ in. 5 in. × 3 in. 3½ in. × 3 in. 5 in. × 3½ in. 3½ in. × 3½ in. Beams or joists, otherwise classifiable under Tariff Item 155 (A), except beams or joists: 3 in. × 2 21/64 in. Channels, otherwise classifiable under Tariff Item 155 (A) except channels in the following sizes: 2 in. × 1 in. 4 in. × 2 in. 3 in. × 1½ in. 5 in. × 2½ in. provided the goods are entered for home consumption on or before September 30, 1965.	449 (A) (1)	Free

(*Continued on page 977*)

Design Quorum



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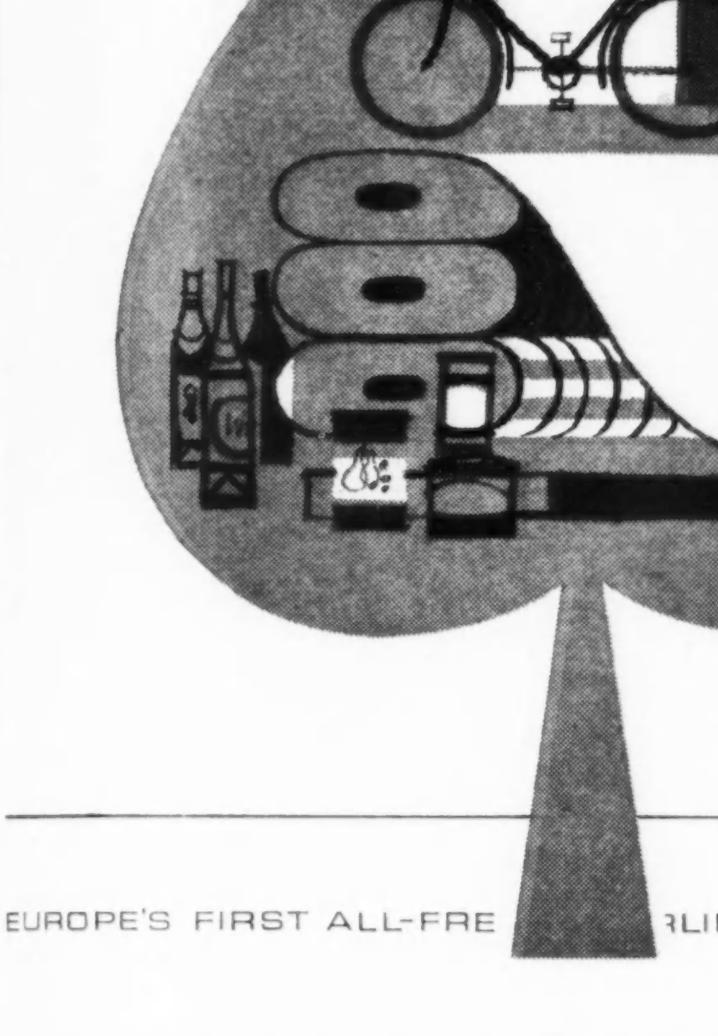

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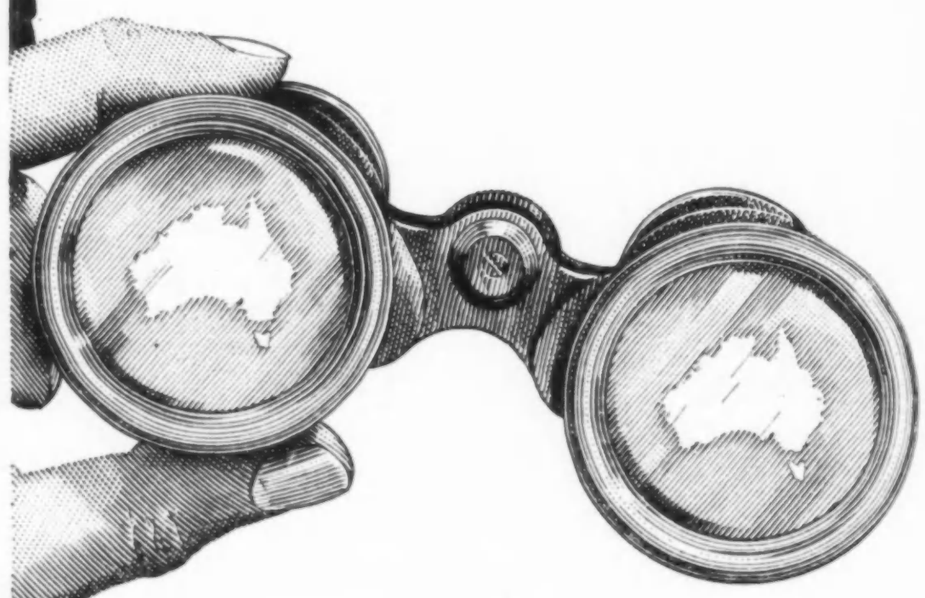

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Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER:		
Otherwise classifiable under Tariff Itam 335 (A) (3). viz:		
Single ply, for use in the manufacture of paper serviettes, under security, provided entered for home consumption on or before June 30, 1965	335 (A) (1) (d)	Free
Otherwise classifiable under Tariff Item 335 (E) (4), viz:		
Single ply, for use in the manufacture of paper serviettes, under security, provided entered for home consumption on or before June 30, 1965	335 (E) (1) (b)	Free
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES:		
The By-law relating to Surgical and Dental and Veterinary Instruments and Appliances, etc., under Tariff Item 419 (C) (2), published in the *Board of Trade Journal* of August 14, 1964 (page 365), as amended, is further amended as follows:		
Add to the list of goods *excepted* from admission under Item 419 (C) (2) the following:		
defibrillators, synchronizers, pacemakers, cardiac monitors and recorders, combined, or any combination of one or more of these instruments with a defibrillator.		
but Tariff Item 419 (C) (2) applies to such goods (except defibrillators and pacemakers combined) provided they are:		
in direct transit to Australia on March 4, 1965 and are entered for home consumption on arrival: or		
in bond in Australia on March 4, 1965 and are entered for home consumption on or before April 5, 1965.		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated.

HANDSET TELEPHONES AND PARTS THEREFOR, viz:		
Handset telephones and/or bell sets not usable in substitution for handset telephones and/or bell sets adopted by the Postmaster-General's Department for use in the Australian Post Office telephone system, not including parts therefor	See under heading	"New By-laws".
Parts for handset telephones, viz:		
Diaphragms.		
Magnetos		
Parts, other than:		
cords.		
dials.		
insets, transmitter.		
magnets, permanent.		
for handset telephones of types not usable in substitution for handset telephones adopted by the Postmaster-General's Department for use in the Australian Post Office system.		
Rings, securing.		
This By-law will cease to take effect on and from June 1, 1965.		
TEXTILE GOODS:		
Yarns:		
Man-made fibres:		
Triacetate or in chief part by weight of triacetate	460 (B) (2) (d)	Free

New period by-laws

Notice was given in the *Board of Trade Journal* of June 12, 1964 (page 1319) of conditions governing the entry of unmanufactured tobacco under By-law as from July 1, 1964.

UNMANUFACTURED TOBACCO for use in the manufacture of cigarettes or tobacco subject to the following conditions : . . . (a) the unmanufactured tobacco shall be entered by an approved certificate holder*; (b) except with the consent of the Minister the unmanufactured tobacco shall not be transferred to any other person but shall be used solely by the approved certificate holder* in accordance with the entry and with the provisions of the By-law to Item 19 (A); (c) the tobacco content of cigarettes and tobacco shall comprise not less than 41½% by weight of Australian-grown tobacco leaf: (d) the unmanufactured tobacco shall be entered for home consumption on or before June 30, 1965. *NOTE: For the purposes of this decision a person who is a licensed cigarette or tobacco manufacturer under the Excise Act 1901-1958 shall be deemed to be the holder of a certificate issued by the Minister for the purposes of Item 19 (A).	19 (A)	Various

As from April 1, 1965 these conditions will be altered and the following goods will be admitted under By-law provided they are entered as set out in the first column.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
UNMANUFACTURED TOBACCO for use in the manufacture of cigarettes or tobacco subject to the following conditions: . . . (a) the unmanufactured tobacco shall be entered by an approved certificate holder*; (b) except with the consent of the Minister the manufactured tobacco shall not be transferred to any other person but shall be used solely by the approved certificate holder* in accordance with the entry and with the provisions of the By-law to Item 19 (A); (c) the tobacco content of cigarettes and tobacco shall comprise not less than 43% by weight of Australian-grown tobacco leaf; (d) the unmanufactured tobacco shall be entered for home consumption on or before June 30, 1965. *NOTE: For the purposes of these decisions an 'approved certificate holder' means a person who is licensed under the Excise Act 1901-1958 as a cigarette or tobacco manufacturer and to whom the Minister has issued a certificate for the purposes of Item 19 (A).	19 (A)	Various

Import restrictions on copper and brass sheet, strip and foil

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 12, 1965 (page 610) of the quantitative restrictions imposed on imports into Australia of copper and brass sheet, strip and foil. It was further stated in the *Board of Trade Journal* of March 26, 1965 (page 711) that licences for these goods would have a validity period of six months.

United Kingdom exporters are now advised that provision has been made for the granting of licences for goods which on March 3, 1965 were either in direct transit to Australia or were covered by an irrevocable letter of credit.

Special Advisory Authority Inquiry result

A NOTICE was published in the *Board of Trade Journal* of March 26, 1965 to the effect a reference had been made to the Australian Special Advisory Authority in respect of continuous filament polyamide and polyester yarns (Tariff Item 460(B)(2)(a)).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary additional duty of 2s. 6d. per lb. has been imposed on processed polyamide and polyester yarns, but not including raw yarns.

This new duty does not apply to goods in transit on, or before, March 19, 1965.

Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: £A125 = £100 Sterling.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

AUSTRALIA, *continued*

Details of tariff changes

DETAILS are given below of the changes made in the Australian Tariff by Customs Proposals which came into effect on April 9, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured Nation	General	British Preferential	Most-Favoured Nation	General
116	UMBRELLAS AND SUNSHADES (including walking-stick umbrellas, umbrella tents and garden and similar umbrellas), and parts therefor:						
	[(A) Umbrella tents *ad val.*	10%	25%	25%	27½%	47½%	57½%
			Primage Duty		(Under new item 116(B))		
		ad val.	5%	10%	10%	—	—	—
	(B) Paper covered *ad val.*	27½%	50%	50%	27½%	47½%	57½%
					(Under new item 116 (B))		
	(C) Of the type carried on the person as personal effects . . each	3s.	3s.	3s.	3s.	3s.	4s.
	and ad val.	15%	47½%	47½%	7½%	40%	57½%
					(Under new item 116(A))		
	(D) Other *ad val.*	20%	47½%	47½%	27½%	47½%	57½%
					(Under new item 116(B))		
	(E) Parts, n.e.i.:						
	(1) Wholly or partly of gold or silver *ad val.*	27½%	45%	62½%			
	(2) Wholly or essentially of leather *ad val.*	17½%	40%	45%	20%	47½%	57½%
	(3) Wholly or essentially of rubber *ad val.*	12½%	40%	45%	(Under new item 116(C))		
			Primage Duty				
	ad val.	Ex	5%	10%			
	(4) Other] *ad val.*	20%	47½%	47½%			
	(*A*) *Of the type carried on the person as personal effects* . . *each*	3s.	3s.	3s.	3s.	3s.	4s.
	and ad val.	15%	47½%	47½%	7½%	40%	57½%
		(Under former item 116(C))					
	(*B*) *Other* *ad val.*	Various (Under former item 116(A, B, and D))			27½%	47½%	57½%
	(C) *Parts, n.e.i.* *ad val.*	Various (Under former item 116(E)(1 to 4))			20%	47½%	57½%
179	Electrical machines and appliances:						
	(E) Static transformers, including X-ray transformers						
	(6) Other:						
	[(c) Rated for use at nominal system voltages exceeding 75,000 and not exceeding 150,000:						
	(1) Having kVA ratings less than 50 *ad val.*	22½%	37½%	37½%	Free	7½%	7½%
					(Under new item 179(E)(6)(c)(1))		
	(2) Having kVA ratings not less than 50 and not exceeding 75,000 . *ad val.*	25%	37½%	37½%	25%	37½%	50%
					(Under new item 179(E)(6)(c)(2))		
	(3) Other *ad val.*	Free	7½%	7½%	25%	37½%	50%
					(Under new item 179(E)(6)(c)(2))		
	(d) Rated for use at nominal system voltages exceeding 150,000 and not exceeding 220,000:						
	(1) Having kVA ratings less than 50 *ad val.*	22½%	37½%	37½%	Free	7½%	7½%
					(Under new item 179(E)(6)(c)(1))		
	(2) Having kVA ratings not less than 50 and not exceeding 50,000 . *ad val.*	25%	37½%	37½%	25%	37½%	50%
					(Under new item 179(E)(6)(c)(2))		
	(3) Other *ad val.*	Free	7½%	7½%	25%	37½%	50%
					(Under new item 179(E)(6)(c)(2))		
	(e) Rated for use at nominal system voltages exceeding 220,000] . . *ad val.*	Free	7½%	7½%	No change		
					(Under new item 179(E)(6)(c)(1))		
	ad val.	—	—	—	25%	37½%	50%
					(Under new item 179(E)(6)(c)(2))		
	(c) *Rated for use at nominal system voltages exceeding* 75,000:						
	(1) *Having kVA ratings less than* 50 *ad val.*	No change (Under former item 179(E)(6)(e))			Free	7½%	7½%
	ad val.	22½%	37½%	37½%	—	—	—
		(Under former item 179(E)(6)(c)(1) and (d)(1))					
	(2) Other *ad val.*	25%	37½%	37½%	25%	37½%	50%
		(Under former item 179(E)(6)(c)(2) and (d)(2))					
	ad val.	Free	7½%	7½%	—	—	—
		(Under former item 179(E)(6)(c)(3),(d)(3) and (e))					
246	[Laboratory and scientific glassware] *ad val.*	20%	30%	30%	20%	30%	40%
					(Under new item 246)		
	Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated						
	ad val.	20%	30%	30%	20%	30%	40%
		(Under former item 246)					
	per doz. pieces	..	..	1s.	—	—	—
	or *ad val.* whichever rate returns the higher duty	5%	35%	45%	—	—	—
		(Under former item 250(c)(2))					
	ad val.	5%	30%	45%	—	—	—
	or per doz. pieces whichever rate returns the higher duty	..	10d.	11d.	—	—	—
		(Under former item 250(F)(2))					
250	(F) Articles of glass and articles of etched or engraved glass including any two or more of the articles enumerated in this sub-item when imported in combination with one another (but not including articles covered by sub-item (B) or (E) or item 246), viz.: Dishes, tumblers, salads, bowls other than lightingware, nappies, jugs, candlesticks, butters, battery jars or cells, vases, trays, comports, flowerblocks, mugs, sundaes, goblets *and* measures [including medicine measures]						
460	TEXTILE GOODS, viz: of CONTINUOUS MAN-MADE FIBRES or having a textile content in chief part by weight of continuous man-made fibres, not covered by item 117, 118, 120(c), 331, 472, 475, 476, 477, 478, 480, 481 or 482.						
	(B) Yarns, not being goods covered by sub-item (A):						
	(2) Other:						
	[(a) Of or having a textile fibre content in chief part by weight of continuous filament acetate (other than triacetate)] *ad val.*	10%	22½%	25%	No change (Under new item 460(B)(2)(a)(2))		
	(a) *of or, having a textile fibre content in chief part by weight of continuous filament acetate*:						
	(1) *Of or having a textile fibre content in chief part by weight of continuous filament triacetate* *ad val.*	Free	12½%	12½%	Free	7½%	12½%
		(Under former item 460(B)(2)(d))					
	(2) *Other* *ad val.*	No change (Under former item 460(B)(2)(a))			10%	22½%	25%

Note: Specific rates are quoted in Australian currency: £A125 = £100 Sterling.

TONGA

Import restrictions

UNDER THE Foreign Exchange Control Regulations 1965, The Government of Tonga prohibits the import of the following goods without a licence:

Brushware, biscuits, chinaware, crockery and glassware, cigarettes, clocks and watches, cordage and rope, electrical appliances, fish (dried and tinned), flour, furniture, galvanized manufactures, ice cream and confectionery, jewellery, meat (frozen), meat (tinned), motor vehicles and parts, motor cycles, motor scooters, bicycles, perfume, shooks, soaps, spirits (alcoholic), beers, wines, textiles, timber, tobacco, tyres and tubes (motor vehicles), vegetables (fresh), water (aerated).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

UNITED STATES

Investigation of imports of stainless steel table flatware

THE UNITED STATES Tariff Commission have concluded an investigation under Section 351 (d) (2) of the Trade Expansion Act to determine the probable economic effect on the domestic industry of restoring the trade agreement concessions on stainless steel table flatware. Under the Trade Expansion Act of 1962, the Commission's advice is to be taken into acccunt by the President before he decides whether or not to reduce or terminate tariff quota restrictions imposed in 1959 under the 'escape-clause' procedure.

Copies of the public report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, United States Tariff Commission, 8th and E. Streets, N.W., Washington, D.C. 20436.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1, Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2630).

Transportation of explosives and other dangerous articles

THE UNITED STATES Interstate Commerce Commission has received applications for the early amendment to the above regulations in so far as they apply to shippers in the preparation of articles for transportation and to all carriers by rail and highway.

Applications for the proposed amendments have been the subject of exchanges and study by various interested parties, in which substantial agreement has been reached.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2419).

Import of watches, etc., a note appears on page 936.

CANADA

Budget concessions to UK exporters

IN HIS BUDGET SPEECH on April 26, the Canadian Minister of Finance announced that, subject to Parliamentary approval, he will amend the Customs Act by introducing a new Section 37A. This Section will authorize the Governor in Council to reduce the value for duty of goods as determined under Sections 36 and 37 of the Act, if he is satisfied that the application of those Sections of the Act relating to levels of trade and quantities of goods sold (Section 36(2)(E)(1), Section 36(3)) 'is inequitable in that it results in discrimination against the importation of goods of a class from any country as compared with the importation of goods of that class from any other country.' The Minister said that the change was being introduced to deal with the case put forward by the British Government that some features of the Canadian Customs Law discriminated against British goods.

Mr. Edward Redhead, Minister of State (Overseas), Board of Trade, commenting on the Canadian Budget proposals on April 27, said: 'The Canadian budget proposals to relax their anti-dumping valuation rules should go a good way to ease some of the difficulties which have faced British exporters in the Canadian market. The Canadian Government have made a positive effort to meet these difficulties in a practical way. I have been particularly glad to see Mr. Walter Gordon's Budget statement that the new powers will be used effectively to remove discrimination against British goods and his reaffirmation that Canada welcomes British goods.

'The Canadian market is expanding. British goods enjoy many tariff preferences over their foreign competitors and about two-thirds of our exports are not liable to protective duty at all.

'The new proposals mean that British exporters will now be able to sharpen their prices with less risk of anti-dumping action. Already the Board of Trade have received many inquiries which show that firms are keen to do more business in Canada.'

Tariff Board inquiry into radio, television and related products

THE CANADIAN Tariff Board's report to the Minister of Finance, containing recommendations on the tariff items, enumeration of goods and rates of duty concerned in the above inquiry, has now been published. A copy of the report is available for inspection at the Commercial Relations and Exports Department, Board of Trade, Room 340, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2629).

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. Addresses on page xiv of April 16 issue.

Thinking of Trade with

CANADA?

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G. F. BOE, European Representative

DÜSSELDORF Königsallee 6, Düsseldorf, Federal Republic of Germany
R. J. R. BONNELAND, European Representative

DOMINICAN REPUBLIC

Legislation relating to agents

A NOTICE published in the *Board of Trade Journal* on November 16, 1962 (page 1035) reported the introduction of a Law, No. 6080 of October 22, 1962, about the compensation of agents, in the Dominican Republic, of foreign firms.

HM Embassy in Santo Domingo advises that a modification of this Law was published in the newspaper *El Caribe* on March 9. The terms of the new Law are as follows:

(a) All losses incurred by the agent, representative, commission agent or distributor or any other person concerned, by reason of the personal efforts made for the sole benefit of the business of which he is deprived, of the money which may have been invested for the purchase or renting and fitting out of premises, equipment, installations, furniture and office supplies, insofar as the latter are solely used for the business of which he is deprived;

(b) The value of the goods or products, parts, accessories and equipment that the agent, representative, commission agent or distributor has in stock and from whose sale, hire or trading he will no longer benefit, the value of which shall be determined by the cost of purchase and transport to his establishment, plus the duties, taxes and charges that such articles had been liable to until they were in his possession, and any others (?)

CHILE

Amendments to Import List

THE FOLLOWING amendments should be made to the New Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit required and tax surcharge payable (See Col. 4) are the same, unless otherwise stated. If no figure is given, it should be understood that the percentages have yet to be fixed:

Section	Group	Item	Tax/Deposit
IX	46	Benzathine Penicillin	1
		Potassic Penicillin	1
		Procaine Penicillin	1
		Sodium Penicillin	1
XI	61	High speed saw blades, containing a minimum of 10% tungsten, 3% chrome, and 0·3% vanadium and less than ¾ in. wide	62
		Saw blades for cutting metals, except the items on the Prohibited List	62
		Saw blades, types unspecified, except items on the Prohibited List	1

ECUADOR

New customs tariff

THE British Embassy in Quito reports that on April 2, 1965, a new Ecuadorean Customs Tariff came into force.

The new tariff took effect immediately and applies to all goods cleared by the Ecuadorean customs authorities as from April 2, regardless of whether the relevant orders were placed before that date or not. However, an additional transitory measure dated April 7 provides that goods already in customs which are cleared by April 30, 1965, will be subject to duty in accordance with the old tariff.

No further details, or copy of the new tariff are available at present. A further notice will be published as soon as this information is received.

Hints to businessmen visiting Mexico

A REVISED edition of the booklet on Mexico has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964 page 925) has been further amended by the addition of the following new items:

102. Tyres and Tubes for motor vehicles.
103. Materials for retreading tyres for motor vehicles.
104. Lumber of all kind.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing

THE TRINIDAD and Tobago Government Notice to Importers No. 4 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, page 138) by the addition of the following items to the list of goods which require specific licences:-

S.I.T.C. Item Number	Item
Section 6. Manufactured goods classified chiefly by material.	Division 65. Textile yarn, fabrics, made-up articles and related products.
Group 653	Textile fabrics of standard type (not including narrow and special fabrics) other than cotton fabrics).
Group 653-05.055	Fabrics made of mixtures of synthetic fibres, of spun glass mixed with synthetic fibres, or of mixtures of synthetic fibres and natural fibres (synthetic fibres or spun glass being the chief component by weight).

The following item which was included in error in the list published in the *Board of Trade Journal* noted above should be *deleted*:

Group 283-19	Radium (part of item No. including base metal ores and concentrates, n.e.s.).

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Customs tariff

THE Board of Trade have received a copy of an order which amends the Trinidad and Tobago Customs Ordinance as follows:—

(a) By the amendment of the following items so as to read: -

1. *First Schedule – Customs Duties*

Item No.	Commodity	Preferential Tariff	General Tariff
		ad val.	*ad val.*
653-05.11	Fabrics made wnolly of artificial silk when the value for duty purposes does not exceed 60 cents per sq. yd.	35%	45%
653-04.12	Fabrics made wholly of artificial silk, when the value for duty purposes exceeds 60 cents per sq. yd.	35%	45%
653-05.22	Fabrics made of artificial silk mixed with other materials (artificial silk being the chief component by weight) when the value for duty purposes does not exceed 60 cents per sq. yd.	35%	45%
653-05.23	Fabrics made of artificial silk mixed with other materials (artificial silk being the chief component by weight) when the value for duty purposes exceeds 60 cents per sq. yd.	35%	45%
653-05.33	Fabrics made wholly of nylon and similar synthetic materials	35%	45%
653-07	Knitted fabrics (piece-goods of all textile fabrics)	35%	45%
652-02.001	Cotton fabrics, plain woven, white bleached, when the value for duty purposes does not exceed 60 cents per sq. yd.	20% Plus 10 cents per sq. yd.	30% Plus 10 cents per sq. yd.
652-02.022	Cotton fabrics, plain woven, printed when the value for duty purposes does not exceed 60 cents per sq. yd.	20% Plus 10 cents per sq. yd.	30% Plus 10 cents per sq. yd.
652-02.043	Cotton fabrics, plain woven, dyed in the piece and coloured when the value for duty purposes does not exceed 60 cents per sq. yd.	20% Plus 10 cents per sq. yd.	30% Plus 10 cents per sq. yd.
652-02.065	Cotton fabrics, plain woven, with coloured threads when the value for duty purposes does not exceed 60 cents per sq. yd.	20% Plus 10 cents per sq. yd.	30% Plus 10 cents per sq. yd.

Item No.	Commodity	Preferential Tariff	General Tariff
		ad val.	*ad val.*
652-02.096	Other cotton fabrics mixed with other materials containing 90% or more of cotton by weight when the value for duty purposes does not exceed 60 cents per sq. yd.	20% Plus 10 cents per sq. yd.	30% Plus 10 cents per sq. yd.
653-05.11	Fabrics made wholly of artificial silk, when the value for duty purposes does not exceed 60 cents per sq. yd.	25% Plus 10 cents per sq. yd.	35% Plus 10 cents per sq. yd.
653-05.22	Fabrics made of artificial silk mixed with other materials (artificial silk being the chief component by weight) when the value for duty purposes does not exceed 60 cents per sq. yd.	25% Plus 10 cents per sq. yd.	35% Plus 10 cents per sq. yd.

N.B. The amended items as shown above shall have effect until December 31, 1965; thereafter the items will remain as if such amendments had not been made.

(b) By the *deletion* of items 652-02·099, 699-22, 716-12·01 and 716-12·02 and the *substitution* of the following:

Item No.	Commodity	Preferential Tariff	General Tariff
		ad val.	*ad val.*
652-02.096	Other cotton fabrics mixed with other materials containing 90% or more of cotton by weight when the value for duty purposes does not exceed 60 cents per sq. yd.	20%	30%
652-02.097	Other cotton fabrics mixed with other materials containing 90% or more of cotton by weight when the value for duty purposes exceeds 60 cents per sq. yd.	20%	30%
699-22.01	Stoves, furnaces (not for central heating) grates and ranges made of metal (not electric) and parts thereof	20%	30%
716-12.01	Air-conditioning equipment or units of any horsepower	15%	30%

(c) By the addition of the following items:

item No.	Commodity	Preferential Tariff	General Tariff
		ad val.	*ad val.*
699-22.09	Parts for stoves, furnaces (not for central heating) grates and ranges made of metal (non-electric) when imported for use in the manufacture and/or assembly of stoves, furnaces (not for central heating), grates and ranges made of metal (non-electric) in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
714-01.05	Parts (electrical and non-electrical) for typewriters when imported for use in the manufacture and/or assembly of typewriters in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
714-02.05	Parts for accounting, book-keeping, calculating and other similar machines (including cash registers, comptometers, statistical machines and tabulators) electrically operated when imported for use in the manufacture and/or assembly of accounting, book-keeping, calculating and other similar machines (including cash registers, comptometers, statistical machines and tabulators) electrically operated in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
714-02.06	Parts for accounting, book-keeping, calculating and other similar machines (including cash registers, comptometers, statistical machines and tabulators) not electrically operated when imported for use in the manufacture and/or assembly of accounting, book-keeping, calculating and other similar machines (including cash registers, comptometers, statistical machines and tabulators) not electrically operated in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
716-12.029	Parts (electrical and non-electrical) for air-conditioning equipment and air-conditioning units when imported for use in the manufacture and/or assembly of air-conditioning equipment and air-conditioning units in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
721-04.091	Parts (electrical and non-electrical) for radio receivers, radio-gramophones (radiograms, for use in the manufacture and/or assembly of radio receivers, radio-gramophones (radiograms) in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
721-04.092	Parts (electrical and non-electrical) for television receivers when imported for use in the manufacture and/or assembly of television receivers in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
721-06.03	Parts (electrical and non-electrical) for stoves and ranges (electric), household cooking and heating appliances (e.g., hot plates, toasters, irons, sun lamps, etc.), for use in the manufacture and/or assembly of stoves and ranges (electric), household cooking and heating appliances (e.g., hot plates, toasters, irons and sun lamps, etc.), in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%
899-08.09	Parts (electrical and non-electrical) for domestic refrigerators when imported for use in the manufacture and/or assembly of domestic refrigerators in plants approved for the purpose by the Minister of Industry and Commerce	5%	10%

2. *Second Schedule – Exemptions from Import Duty:*
By the *deletion* of Item 28 and the *substitution* therefor of:
28. Printing machinery and parts and accessories thereof, including typesetting, lithographic, photogravure, printing blocks, matrices and printing type (other than spare parts and accessories for use as replacements) printing typemetal, printers' ink, and paper (including newsprint paper) imported by and for the use of the printer in his trade and not for resale.

Cancellation of Open General Permit

THE Board of Trade have received a copy of Trinidad and Tobago Government Notice No. 29. which *cancels* the Open General Permit issued by the Commissioner of Police (see *Board of Trade Journal* of October 26, 1961) to import into Trinidad and Tobago air guns, air pistols and air rifles of ·177 calibre or less on condition that the barrels are not rifled; and similar apparatus or toy.

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

British commercial representative in Quito, Ecuador

THE FIRST SECRETARY (Commercial) at the British Embassy, Quito, Ecuador, is Mr. L. A. P. Barker, who has replaced Mr. P. E. L. Jackson.

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London, W.1.

FRANCE

Import regulations for meat and offal

FURTHER DEROGATIONS have now been granted under article 3 of the notice on French import regulations for meat and offal which appeared in the *Board of Trade Journal* of May 29, 1964. The effect of these new derogations, which appeared in the French *Journaux Officiels* of March 24 and April 7, is to add Great Britain and Northern Ireland to the list of countries which may now export to France the meat and offals of ovine and caprine species, and also cuts smaller than quarters, boned joints of meat, hearts cut into pieces (boneless or otherwise) of the bovine, ovine and caprine species.

Meat and offal, fresh, chilled or frozen, of the bovine, ovine and caprine species may only be exported from slaughterhouses under veterinary supervision, and which have appeared in a list published in the French *Journal Officiel* as approved for exporting to France. The lists published so far were given in the *Board of Trade Journals* of March 5 and April 2, 1965; any additional lists will be notified in future issues. In the case of small cuts, boneless meat etc. these products may only be exported from approved establishments under veterinary supervision which have approved facilities for cutting and boning meat. This means at present that in Northern Ireland these products can be exported from any of the slaughterhouses already approved for export to France but in the case of Great Britain only from those approved slaughterhouses which have approved cutting up facilities. Other establishments may from time to time be approved providing the French conditions are met. A certificate identical to that required for export of meat and offal, fresh, chilled or frozen, must accompany exports of small cuts, boneless meat etc.

The products which may now be exported to France from approved establishments in Great Britain and Northern Ireland are the following:–

Tariff Heading	Description
Ex 02.01	Meat and edible offals, fresh, chilled or frozen of animals of the bovine, ovine and caprine species.
Ex 05.04	Guts, bladders and stomachs of ruminants, fresh, chilled or frozen.
02.06 Ex C	Meat and edible meat offals, salted, in brine, dried or smoked, of animals of the bovine, ovine and caprine species.
Ex 16.02	Other prepared or preserved meat or meat offals, uncooked, of animals of the bovine, ovine and caprine species.
Ex 02.01 or Ex 16.02	Cuts, smaller than quarters, boned joints of meat, hearts cut into pieces and heads cut into pieces (boneless or otherwise) of the bovine, ovine and caprine species.

It should be noted that in regard to the items in ex 16.02 no establishments in Great Britain have as yet been approved for the export of these items.

In addition to the items listed above meat offals for pharmaceutical purposes may be exported to France from any slaughterhouse under permanent veterinary supervision whether on the approved list or not. In the case of slaughterhouses not on the approved list special dispensations must be obtained from the French veterinary services department by importers.

The French text of the notices referred to may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4. Copies of a summary giving details of the French regulations may also be obtained from that address.

FEDERAL REPUBLIC OF GERMANY

Assimilation Tax changes on sugar confectionery, bakers' wares, dextrins

DETAILS WERE PUBLISHED on April 14 (*Bundesgesetzblatt* Part II number 12) giving effect to the Federal Government of Germany's proposal for changes in the Assimilation Tax on Sugar Confectionery (17.04 C II), Bakers' wares not containing sugar (19.07), Fine bakers' wares (19.08) and Dextrins (35.05). Details of this order, which came into effect on April 15, can be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 449).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of April 7, 1965 (*Moniteur Belge* No. 75 of April 16, 1965) contains an **Addition** (reproduced below) to the list of goods to be admitted at a reduced rate of import duty during 1965, up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The order came into force from April 1, 1965.

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Duty (Per cent)	
		OLD (Prior to April 1, 1965)	NEW (From April 1, 1965)	OLD (Prior to April 1, 1965)	NEW (From April 1, 1965)
ex 16.05 A	Crabs of the varieties 'King,' 'Kanasaki,' and 'Kegani' and shrimps of the variety 'Pandalus Platiceros Japonicus,' simply boiled and peeled or decorticated, including frozen, intended for the canning and bottling industry . . .	250*	90**	3†	3†

* Quota for the period from January 1, 1964, to March 31, 1965.
** Quota for the period from April 1, 1965, to March 31, 1966.
† This duty is applicable to imports from EEC countries as well as to imports from non-EEC countries of the goods specified above.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of March 19, 1965, page 666.

BENELUX

Renewal of trade agreements

A NOTICE published in The Netherlands *Economische Voorlichting* No. 14 of April 7, 1965, summarizes the position of the Benelux trade agreements as at April 1, 1965.

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition, the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1965 – March 31, 1966
Czechoslovakia	April 1, 1963 – December 31, 1965
Denmark	December 1, 1964 – November 30, 1965
Germany, East*	January 1, 1965 – December 31, 1965
Israel	September 1, 1964 – August 31, 1965
Japan	Entered into force permanently on April 10, 1962
Morocco	July 1, 1964 – June 30, 1965
Norway	May 1, 1964 – April 30, 1965
Portugal	October 1, 1964 – September 30, 1965
Rumania	October 1, 1964 – September 30, 1965
Spain	April 15, 1965 – April 14, 1966
Sweden	March 1, 1965 – February 28, 1966
Switzerland	April 1, 1965 – March 31, 1966
Yugoslavia	July 1, 1964 – June 30, 1965

*Validity of quota lists for trade between The Netherlands and East Germany agreed between The Netherlands Chamber of Commerce for Germany and the East German Chamber of Foreign Trade.

GREECE

Hellenic Telecommunications Organization

THE *Board of Trade Journal* of April 23 announced the visit to Britain of two senior officials of the Hellenic Telecommunications Organization – Mr. C. Kavounides and Professor C. P. Theophilopoulos – in May. It was incorrectly stated that the visit would take place from May 12 to 14 – the correct dates are May 2 to 14.

IRAN

Import regulations

THE IMPORT REGULATIONS for the Iranian year 1344 (March 20, 1965 to March 21, 1966) were published on March 27. The new regulations continue to afford protection to local industries and are also framed to assist in the country's industrial development.

There are no major changes but lists of the amendments which have been made are held in Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

TUNISIA

Suspension of customs duties

THE TUNISIAN *Journal Officiel* of March 23 announced that as from January 1, 1965, customs duties had been temporarily suspended on imports, for medical purposes, of the following:

Radiology films (Ex 37.01)
Absorbent gauze (Ex 55.09)
Tarlatan (Ex 59.07)

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

JORDAN

Health certificates

THE JORDANIAN Ministry of Health have issued an administrative order which states that all consignments of essential oils and food colouring materials exported to Jordan must be accompanied by a laboratory certificate and a statement that the products are used in the exporting country, are free from adulteration and are fit for human consumption. This paper must be certified by the Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1, and legalized by the Jordanian Embassy.

Alternatively, the Jordanian authorities are prepared to accept having this certification done once only in three copies on condition that it specifies all the products which the firm manufacture.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221).

ZAMBIA

Suspensions of duty

THE ZAMBIAN CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 2) Regulations, 1965 amend the Schedule to the Customs and Excise (Suspensions) Regulations, 1965, with effect from April 7, by the insertion of the following items:

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
57	Tobacco, manufactured: (b) Other (than cigarette) per lb.	£0 4s. 6d.	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.
162 (1) (a) (i)	Cement for building purposes, including hydraulic lime . per 400 lb.	£0 1s. 6d.	Free	Free	Free
		Britain pays the Column D rate			of Duty

Import control

THE Zambian Control of Goods (Import and Export) (Commerce) (Amendment) (No. 5) Order, 1965, amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from April 6, by adding cement to the list of goods subject to import control from all sources.

SIERRA LEONE

Import licensing regulation

GOVERNMENT NOTICE No. 405 published in the Sierra Leone *Gazette* dated April 8, amends with effect from April 7, 1965, the list of items for which specific import licences are required (published in the *Board of Trade Journal*, February 2, 1964, page 305) by the addition of the following item:

Customs Classification	Schedule Items
899-030	Umbrellas.

RHODESIA

Applications for increase in duty

THE FIRST SECRETARY (Commercial) at Salisbury has reported that the Ministry of Trade, Industry and Development have received two applications for increases in duty on:

(1) Printing, lithographing and ruling inks:

		Duty A	Duty B	Duty C	Duty D
Ex-item 296 (3). Present duty	*ad val.*	10%	5%	Free	Free
Proposed duty	*ad val.*	30%	25%	20%	20%
	or per lb.	3½d.	3½d.	3½d.	3½d.
	less *ad val.*	—	—	5%	5%

whichever duty shall be the greater

(2) Powdered proteinaceous foodstuffs containing over 20% by weight of protein together with thiamine, riboflavin and nicotinic acid of a domestic value or free on board cost not exceeding two shillings and sixpence per pound.

		Duty A	Duty B	Duty C	Duty D
Ex-item 21 (2) and (3) Present duty	*ad val.*	30%	20%	20%	10%
Proposed duty	*ad val.*	30%	20%	20%	10%
	or per lb.	9d.	6d.	6d.	6d.
	less *ad val.*	—	—	—	10%

whichever duty shall be the greater

(Britain pays the Column D rate of duty).

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Trade, Industry and Development and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the Rhodesian authorities and desiring further information on the subject should address their inquiries to the Commercial Relaitons and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 5138/65 and (2) CRE 5139/65. The closing date for the receipt of representations by the Rhodesian authorities is June 4.

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GHANA

Customs tariff amendments

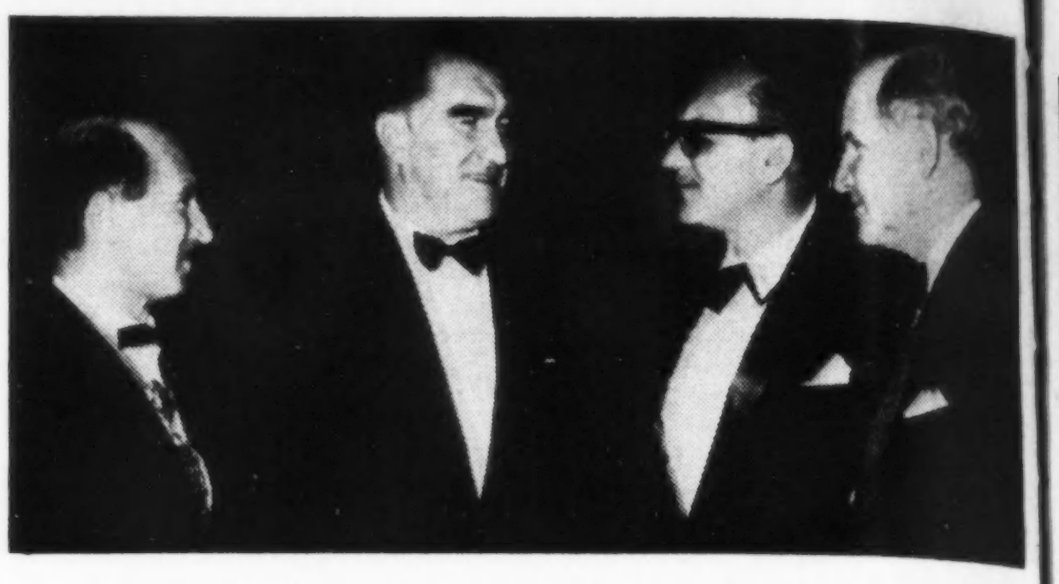
THE CUSTOMS (Amendment of Duties) Order, 1965, published in Ghana as Legal Instrument 445, further amends, with effect from March 26, 1965, the Customs (Amendment of Duties) (No. 1) Order, 1965, published in the *Board of Trade Journal* dated February 5 (pages 302-304 and 307) as follows:

PART 1 – Import Duties of Customs
FIRST SCHEDULE

	Goods	Rate of Duty
12	Cotton, flax, natural silk, man-made fibres (other than glass or metal), wool or other animal hair or ramie or mixture thereof:	
	(3) Yarn:	
	(a) Not put up for retail sale:	
	(i) For the manufacture of excisable goods imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.* or 6d. a pound whichever is the less
	(ii) Other . . . . . the pound	0 0 6
	(b) Put up for retail sale, namely suitable for sewing, darning, crocheting or embroidering	40% *ad val.*
	By the insertion, immediately after item 20 of the following new items: 20 A, 20 B, 20 C and 20 D as follows:	
20 A	Metal window and door components and fittings, and glass imported specially cut to size when imported by a manufacturer of metal windows and doors licensed under the Excise Ordinance, 1953	5% *ad val.*
20 B	Materials of the following kinds: Rings, metal bands, bristles, varnishing paints, sand paper, imported for the manufacture of brushes by a manufacturer licensed under the Excise Ordinance, 1953 . .	10% *ad val.*
20 C	Materials of the following kinds: Candle wicks, stearic acid and adhesive tape imported for the manufacture of candles by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
20 D	Materials of the following kinds: Glass sheets, clips, fitting and chemicals for the manufacture of mirrors imported by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
	By the substitution, for item 25 and 25 A of the following:	
25	Paper (excluding newsprint):	
	(1) Machine made, printing and writing paper, plain (whether or not coloured) in reels of not less than 15 centimetres (approximately 6 in.) wide or in rectangular sheets of which no side is less than 36 centimetres (approximately 14 in.)	10% *ad val.*
	(2) Machine made, paperboard (excl. parchment, greaseproof, corrugated and building board), plain whether or not surface coloured or decorated, in reels of not less than 15 centimetres (approximately 6 in.) wide or in rectangular sheets of which no side is less than 36 centimetres (approximately 14 in.)	10% *ad val.*
	(3) For making paper products imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
	(4) Cardboard (excluding building board), polyethylene, cellophane, and other materials imported for the manufacture of containers	15% *ad val.*
	(5) Toilet paper of all kinds; paper towels, handkerchiefs and face tissues	50% *ad val.*
	By the insertion, immediately after sub-item 28 (22) of the following new sub-item 28 (23):	
28 (23)	West African raw foodstuffs, excluding meat and fish, imported in quantities other than headloads admitted as such by the Comptroller . . . . . the pound	0 0 1
	By the substitution, for item 29, of the following:	
29	Radio and television:	
	(1) Sound receivers, radiograms, record players and gramophone records, loud hailers and transhailers, microphone, public address equipment, tape or wire recording machines, and parts and accessories of apparatus enumerated under this item	75% *ad val.*
	(2) (a) Television receiving sets . . complete	20% *ad val.*
	(b) Television parts and accessories imported by a manufacturer of television sets recognized by the Comptroller	10% *ad val.*
	By the substitution, for item 30, of the following:	
30	(i) Refrigerators and air conditioning units, domestic, complete	50% *ad val.*
	(ii) Parts and accessories for sub-item (i)	10% *ad val.*
	(iii) Industrial air-conditioning and refrigerating units, ice chests, refrigerating cold storage plant, and machinery including materials imported solely for use in connection with refrigerating cold storage plant and machinery . .	10% *ad val.*
	By the substitution, for item 33 of the following:	
33	Soap:	
	(1) Common, in bars or cakes . the hundred pound	2 4 0
	(2) Toilet	100% *ad val.*
	By the substitution, for item 34 B, of the following:	
34 B	Stoves, ovens, cookers of all kinds, but excluding charcoal pots .	45% *ad val.*

PART III – Exemption from Import Duties of Customs

In item 4 by the substitution of sub-item (5) as follows:
(5) The National Organizer of the Workers Brigade for the official use of the Workers Brigade and not for commercial purposes.
By the substitution, for item 23, of the following:
23 Building and bridging materials of the following kinds:
Iron and steel products, namely:
Angles, beams, girders, joists, rods, reinforcing binding wire, pillars and channels.
Item 52 should now read:
52 Lugstock and other materials for retreading tyre solely for tractors or vehicles for excavating or levelling operations or the construction and maintenance of roads.
By the ommission of item 68.



Mr. Monty Prichard, managing director of the Perkins Group (right), was a principal speaker at the first joint two-day international conference on marketing to be sponsored by the Institute of Marketing Management and the National Development and Management Foundation of South Africa in Johannesburg. He is seen here at a banquet during the conference with (from left to right) Clr. Aleck Jaffe, Mayor of Johannesburg; Mr. J. W. F. Haak, Minister of Mines and Planning; and Mr. R. Manville.

By the substitution, for item 76, of the following:
76 Provisions of the following kind:
(1) Chocolate, confectionery in block, or tablet form whether 'plain' or milk, consisting wholly of chocolate (flavoured or not) or with the sole addition of fruit or nuts or both;
(2) Infants food admitted as such by the Comptroller;
(3) Products intended for use as beverages (other than products containing eggs and malt or egg and malt substitutes) containing ninety per cent or more by weight of cocoa or cocoa mixed with sugar and/or milk;
(4) West African raw foodstuffs, other than meat and fish, imported by persons and hawkers in quantities not exceeding headloads admitted as such by the Comptroller.
By the insertion of the following new item:
89 Sports equipment imported by the Central Organization of Sports and admitted as such by the Comptroller.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Transport inquiry

A REPORT has been received from Pretoria of the appointment of a Commission of Inquiry into the co-ordination of transport in South Africa.

The Commission has been asked to investigate and report on the role which different forms of transport such as railways, road, air, pipe-line and shipping in the Republic and in South West Africa must fulfil to promote the efficient development of the national economy.

Any person, group or body desirous of making representations to the Commission is invited to submit a memorandum (in twenty-fold) not later than June 30, 1965 to the following address:

The Secretary, Commission of Inquiry into the Co-ordination of Transport in South Africa, P.O. Box 1077, Pretoria.

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 391, published in the Republic of South Africa *Government Gazette* of April 23, states that the Board of Trade and Industries have received the following application affecting the Republic's Customs Tariff:

For an increase in duty on:

Veneers of a thickness of less than one millimetre, from 3 per cent *ad valorem* to 25 per cent *ad valorem* (General rate) and from free of duty to 22 per cent *ad valorem* (Preferential rate).

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South Africa authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 5137/65.

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MALAYSIA (SINGAPORE)

Import quotas for mosquito coils and wire nails

THE BOARD OF TRADE has received copies of two Notices to Singapore Importers:

No. 220 which states that with effect from April 20, 1965 the quota for Mosquito Coils for the next 3-month period will be reduced from 100 per cent to 50 per cent of an importer's proved imports for 1963, and

No. 222 which also states that with effect from April 20, 1965 the quota for Wire Nails for the next 3-month period will be reduced from 25 per cent to 17 per cent of an importer's proved imports for 1963.

Import licences will be issued, on application, for the 3-month period April 20 to July 19, 1965.

Importers are reminded that Letters of Credit should not be established unless appropriate import licences have been first obtained from the Imports and Exports Control and Registration Department to authorize the import of the above-mentioned commodities. Furthermore, import licences must be obtained *before* orders are placed with the suppliers of the said goods.

A previous notice on this subject was published in the *Board of Trade Journal* of January 29, 1965, page 243.

Import control of rice noodles (mee hoon)

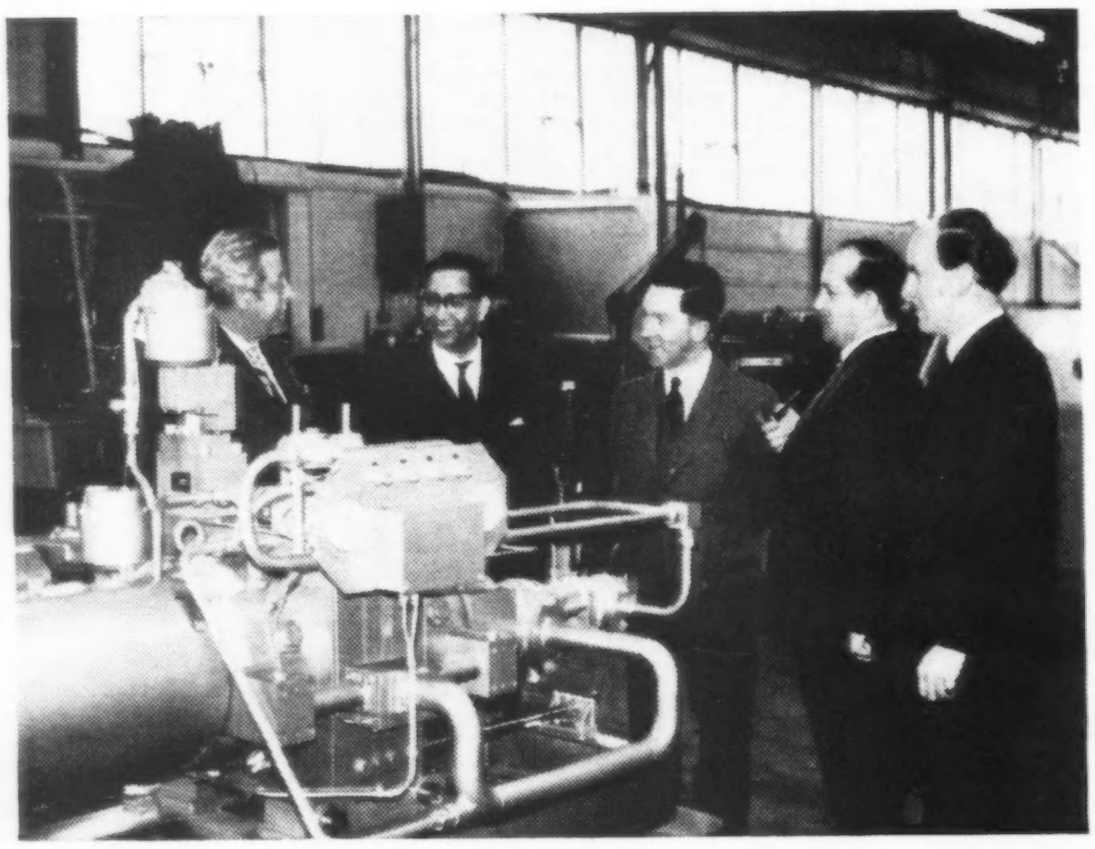
THE BOARD OF TRADE has received a copy of Notice to Singapore Importers No. 221 which states that with effect from April 19, 1965 quotas for imports of Rice Noodles (Mee Hoon) Tariff Code No. 048.300. Goods of Malaysian manufacture or origin excepted. Quotas restricted to 110 per cent of individual importers proved imports in year 1964 and will be issued at intervals of three months commencing April 19, 1965.

2. Goods already afloat or for which irrevocable letters of credit were established before April 19, 1965 will be permitted import but will count against Importers quota.

3. Special provisions to facilitate import of goods for re-export from Singapore.

4. Existing import licences for these goods are hereby revoked unless the licences are covered by irrevocable letters of credit established before April 19, 1965.

5. Importers who have already established irrevocable letters of credit for the above-mentioned goods should have produced to the Imports Control and Registration Department within seven days of this notice, documentary evidence of establishment of such letters of credit.



Mr. N. C. Sen Gupta, Minister of Economic Affairs at the Office of the High Commissioner for India in the United Kingdom (second left) recently visited the Rodley, Yorkshire, works of Towler Brothers (MI Group), to see hydraulic equipment beng manufactured for a 1,200-ton cogging press – the first of its kind in India – to be supplied by Davy & United Engineering Company, of Sheffield, for the Mahindre Ugine Steel Company's new plant near Bombay. Also in the picture, from left to right, are Mr. Frank Towler, founder of Towler Brothers; Mr. A. C. M. Sigsworth, Towler managing director; Mr. J. D. Tyson, hydraulics division of Davy & United Engineering Company; and Mr. W. R. Winfield, a Towler director.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575. Telex 53277).

EAST & WEST RIDINGS; Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

MAURITANIA

Industrial Property Convention

THE REPUBLIC of Mauritania has acceded in her own right to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, having previously been a Convention country as a French colony. An order in Council has accordingly been made declaring the Republic to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (S.I. 1965 No. 977) came into operation on April 14. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2., and from H.M. Stationery Office. Price 3d. by post 5½d.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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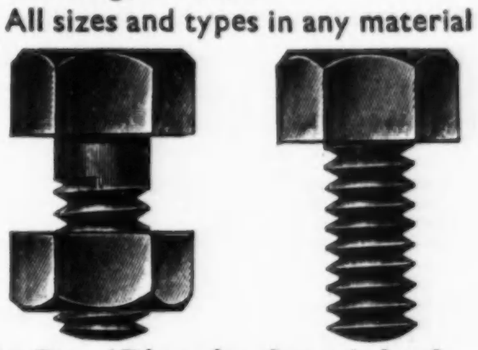

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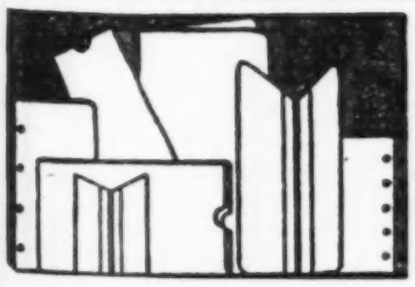

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Index to statistics published regularly in the Board of Trade Journal

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– final (Q)	9 Apr. 1965
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British Commercial Representatives Overseas	19 Feb. 1965
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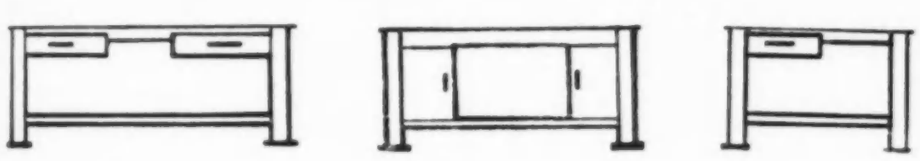

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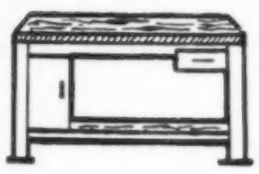

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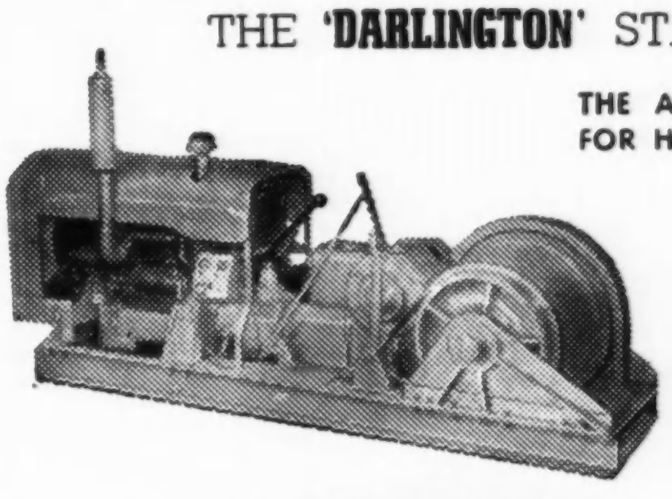

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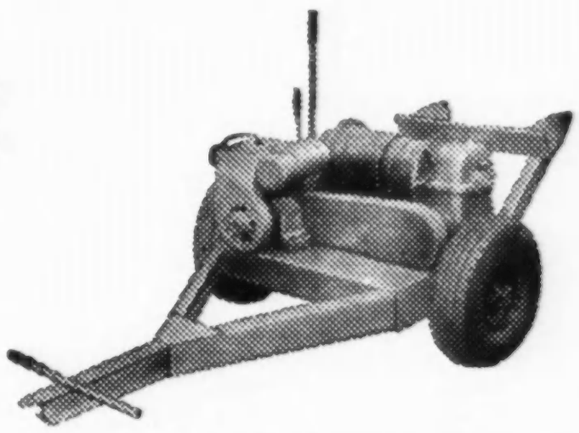

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